

THE NATIONAL Provisioner

THE MAGAZINE OF THE

and Allied Industries

Volume 100

APRIL 29, 1939

Number 17

PLANTS AT:
FT. SMITH, ARKANSAS
MIAMI, OKLAHOMA
ENID, OKLAHOMA
TULSA, OKLAHOMA

BANFIELD BROS. PACKING COMPANY OF TULSA, OKLAHOMA

PACKERS OF
"Sweet Heart Brand"
HAMS-BACON-LARD-SAUSAGE

P. O. Box 216
TULSA, OKLAHOMA

OFFICERS:
R. C. BANFIELD, Pres.
S. R. DAVIDSON, Sec'y.-Treas.
S. D. RUTCH, Asst. Sec'y.-Treas.
L. C. COREY, Director

The Visking Corporation,
6733 West 65th Street,
Chicago, Illinois.

Gentlemen:

March 22, 1939.

We have read all of the advertising which your company has been carrying in the national periodicals and we take this means of expressing our appreciation and thanks for same. We feel sure that it will react to benefit both your company and the sausage industry as a whole and we are very optimistic as to the benefits which will accrue to our group of sausage factories.

We have felt and argued for some years that sausage, in the broadest interpretation of the word, as an item of our national diet has been under-appreciated and badly abused and kicked around considerably. The manufacturers are to blame and in a large part for this, since in their mad scramble for volume and in price brawls etc., they have allowed quality to fall until in many cases the product offered the public under the name of sausage was positively unfit for food and a disgrace to the good name sausage should enjoy. The public bought this type of product and attempted to consume it but the result was to convince them that it was something to shun and avoid.

Your advertising is the first really effective and planned attack upon this attitude of the public toward sausage products. We have studied it considerably and wish to make a suggestion if it would not be out of order for us to do so. Could you incorporate the following into each ad: VISKING'S PURPOSE IS TO PROMOTE APPRECIATION OF QUALITY IN SAUSAGE AND PREPARED MEATS. You would probably rearrange or revise this but it carries an idea. We believe it would carry a lot of weight with housewives and are sure it would do a lot toward improving volume of sausage manufacturers. It should be very much appreciated by the sausage manufacturers. We suggest it's being placed at conclusion of each copy and when possible in color to attract attention.

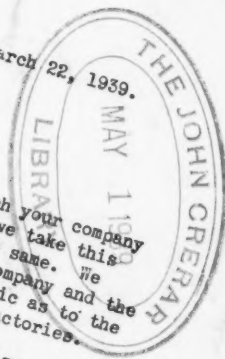
Respectfully,

Banfield Bros. Packing Co.
By

Lewis C. Corey

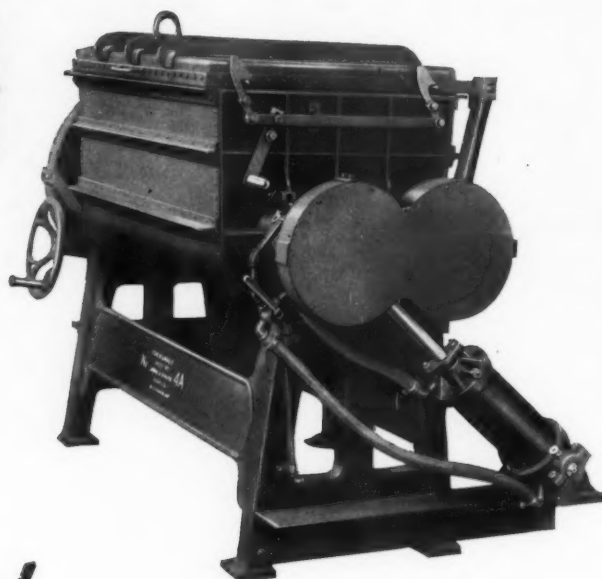
Thank you Mr. Corey:

Your Suggestion is being carried out
in Visking National Advertising —



VACUUM MIXING

*Cuts
Casing Cost!*



The Buffalo Vacuum Mixer will help protect the quality of your product, and guarantee its uniformity. And it will create actual savings on processing and material cost.

When mixing under vacuum all air is removed from the meat. Flavoring, cure and spices mix more thoroughly and more uniformly through the batch. The texture of the emulsion is improved and, since no air remains in the meat, the finished product is firmer and more "condensed," requiring fewer casings per pound of meat.

This saving in actual casing cost is but one of the many ways the Buffalo Vacuum Mixer helps to widen your profit margin. The protection of qual-

ity and the reduction of spoilage losses are still other reasons why so many Sausage Plants find that it pays to put every pound of their product through the Vacuum Mixer. The few extra minutes per batch needed to "vacuum mix" mean many dollars of "extra" profits at the end of the year.

The Buffalo Air-Tilt emptying device (shown in illustration) can be furnished with any Buffalo Mixer, at additional cost. It is completely air operated, tilting the tub quickly to the emptying position and back again at the turn of a lever. The complete emptying operation is a matter of seconds.

JOHN E. SMITH'S SONS CO., 50 Broadway, Buffalo, N. Y.

11 Dexter Park Ave., Chicago

• 612 Elm St., Dallas

• 5131 Avalon Blvd., Los Angeles

• 360 Trautman St., Brooklyn



BUFFALO STUFFER — *Guaranteed Leak-Proof*

The New Buffalo Stuffer provides an entirely new, guaranteed leak-proof piston. It is leak-proof in both directions. No air can escape into the meat to cause spoilage loss, and no meat can slip by to collect at the bottom of the cylinder and turn rancid. Complete adjustment of the piston can be quickly made without even removing it from the cylinder.

THE GRIFFITH LABORATORIES' CHICAGO FACTORY



WE MAKE IT HERE

Our mail orders indicate the greatly increased use of PRAGUE POWDER as a "Dry Bacon Cure." The consumer likes the flavor. You will like it, also.

WHY NOT

Make Tender Bacon the PRAGUE POWDER Way?



*Make a flavorful Bacon—
make a tender, mild Bacon*

Bacon curers all over the country are changing their old style bacon cures to the PRAGUE POWDER Dry Bacon Cure. The yield is better. The flavor is more desirable.

SMOKE YOUR BACON AT THE RIGHT TEMPERATURE

GOLDEN SMOKE-NUGGETS (Patent Pending). Add the "spiced, smoke flavor" to your hams as they reach a high heat in your smokehouse. The "Smoke-Nuggets" rest on the sawdust and burn slowly and add a spiced flavor to your Tender Smoked Ham or to your "Ready-to-Eat" Ham. A sufficient sample for a large smokehouse will be sent to you without charge upon request.

PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

PRAGUE POWDER is a Pre-Prepared Pickle Dried to Powder. It is Ready to Go Into Your Brine to Make a Second Pickle

WE BELIEVE IN ARTERY PUMPING. We believe that PRAGUE POWDER Pickle is the best pumping pickle. It has the power of deep penetration. It gives a flavor in cured hams, with no bitterness, like saltpetre; and no burning or shortening effect like nitrite.

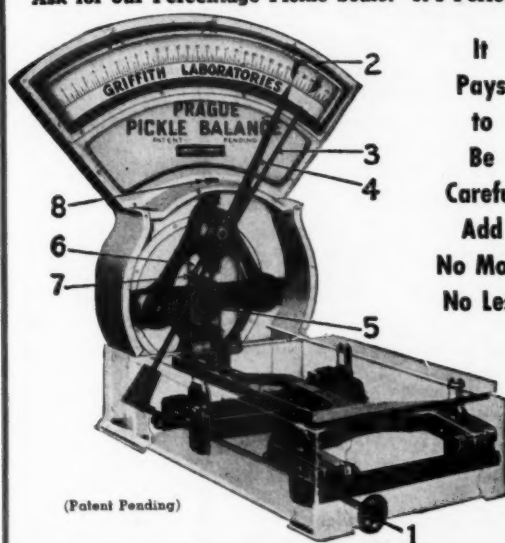
Artery Pumping Makes Hams More Tender

We have carefully approached the problem of *artery-pumping*. We have made a careful study of the *improvement* made in the artery pumped ham. We have watched the consuming public take to the moist, mild, tender ham. We are convinced and you have noticed yourself that the old style ham sales are decreasing and the new artery pumped seven-day "tender ham" sales are increasing.

The new ham is moist, mild and tender. You can double your ham sales with the PRAGUE POWDER PICKLE method and the BIG BOY PUMP. Control the amount of Pickle going into the ham. We are striving for perfection. We can now guarantee the percentage of pickle in each individual ham by the use of our Percentage Pickle Scale.

Treat each ham as an individual. Add 10% to green weight.

Ask for our Percentage Pickle Scale. It's Perfect!



It
Pays
to
Be
Careful
Add
No More
No Less

THE GRIFFITH LABORATORIES

1415-31 West 37th Street, Chicago, Illinois

Eastern Factory: 35 Eighth St., Passaic, New Jersey

Canadian Factory and Offices: 1 Industrial St., Leaside, Toronto 12, Ontario

The National Provisioner

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES



MEMBER



Audit Bureau of Circulations
Associated Business Papers

Official Organ Institute of American Meat
Packers.

Published weekly at 407 So. Dearborn St.,
Chicago, Ill., by The National Provisioner,
Inc.

PAUL I. ALDRICH
President and Editor

E. O. H. CILLIS
Vice Pres. and Treasurer

RICHARD VON SCHRENK
Asst. to President

A. W. B. LAFFEY
Sales Manager

★

Executive and Editorial
Offices

407 So. Dearborn St., Chicago

Sales Offices

Western

407 So. Dearborn St., Chicago

L. I. NORTON

H. S. WALLACE

Eastern

300 Madison Ave., New York

H. W. WERNECKE

Pacific Coast

1031 So. Broadway, Los Angeles

NORMAN C. NOURSE

★

Yearly Subscription: U. S., \$3.00; Canada,
\$4.00; foreign countries, \$5.00. Single copies,
25 cents.

Copyright 1939 by The National Provisioner,
Inc. Trade Mark registered in U. S. Patent
Office. Entered as second-class matter, Oct. 8,
1919, at the post office at Chicago, Ill., under
act of March 3, 1879.

★

Daily Market Service

(Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tallowes
and greases, sausage materials,
hides, cottonseed oil, Chicago hog
markets, etc.

For information on rates and
service address The National Pro-
visioner Daily Market Service, 407
S. Dearborn St., Chicago.

In this Issue

	Page
ALL CAN HELP THE LARD CAUSE Austin Business Men Show Corn Belt How	13
MERCHANDISING DRIVES LAUNCHED BY 40 PACKERS Dinner Planner Program Promotes Meat Sales	15
RECENT DEVELOPMENTS IN REFRIGERATION Combination Coolers—Aging—Centrifugal Compressors	16
SAUSAGE PRODUCTION HEAVY IN MARCH Sliced Bacon and Meat Loaf Output Up	24
INDUSTRY WAGE-HOUR TOLERANCE WEEKS SAVED	46
MORE PORK EXPORTED DURING MARCH	27
BUYING AND TESTING NATURAL CASINGS	19
MORE REFRIGERATION QUESTIONS AND ANSWERS	21
NEWS OF TODAY AND YESTERDAY	43, 45

Classified Advertisements will be found on Page 52.
Index to Advertisers will be found on Page 54.



IN EVERY ISSUE

MARKETS	Page		Page
Provisions and Lard	27	Hides and Skins	36
Tallowes and Greases	33	Livestock Markets	38
Vegetable Oils	35	Closing Markets	37
MARKET PRICES—			
Chicago Markets	48, 50	Cash and Future Prices	30
New York Markets	50	Hides and Skins Prices	37
PROCESSING PROBLEMS	19	CHICAGO NEWS	43
REFRIGERATION	21	NEW YORK NEWS	45
FINANCIAL	22	RETAIL NEWS	46

Seasoning the Nation's Foods!

**The high quality and cleanliness of STANGE'S
C.O.S. SEASONINGS will improve your products**

From the purchase of a great variety of whole spices to their grinding and conversion into STANGE'S C.O.S. SEASONINGS, every step is under strict laboratory control. This assures the finest quality, greatest uniformity and absolute cleanliness.

By our special process, we extract ALL the seasoning properties from natural spices. These extractions are incorporated into a neutral soluble carrier (powder) and are then known as STANGE'S C.O.S. (Cream of Spice) SEASONINGS. All the original strength, goodness, flavor and seasoning properties of the spice or spices are retained.

By using C.O.S. SEASONINGS you can control the flavor of your prod-



Porous cotton bags containing the ground spices are placed in layers on perforated trays in vapor-tight upright percolators into which the solvent, heated to a moderate temperature, is sprayed. Each spice material has its specific solvent and percolating technic.



We purchase and carry in stock on our own premises, large supplies of natural whole spices. These insure ample supplies which are available only for manufacture into C.O.S. SEASONINGS. Spice—and spice alone—is the basis of all STANGE'S C.O.S. SEASONINGS.

ucts to a finer degree than ever before. The soluble carrier used in C.O.S. SEASONINGS dissolves immediately yielding up *all* of the spice flavor which is thoroughly incorporated into the products being seasoned. Age will not increase or lessen that flavor.

For convenience—for economy—for uniform quality—for cleanliness—use STANGE'S C.O.S. SEASONINGS. There is a C.O.S. SEASONING or blend for every meat product that calls for spicing.

Full information with working samples are available to you without any obligation. Write us now.

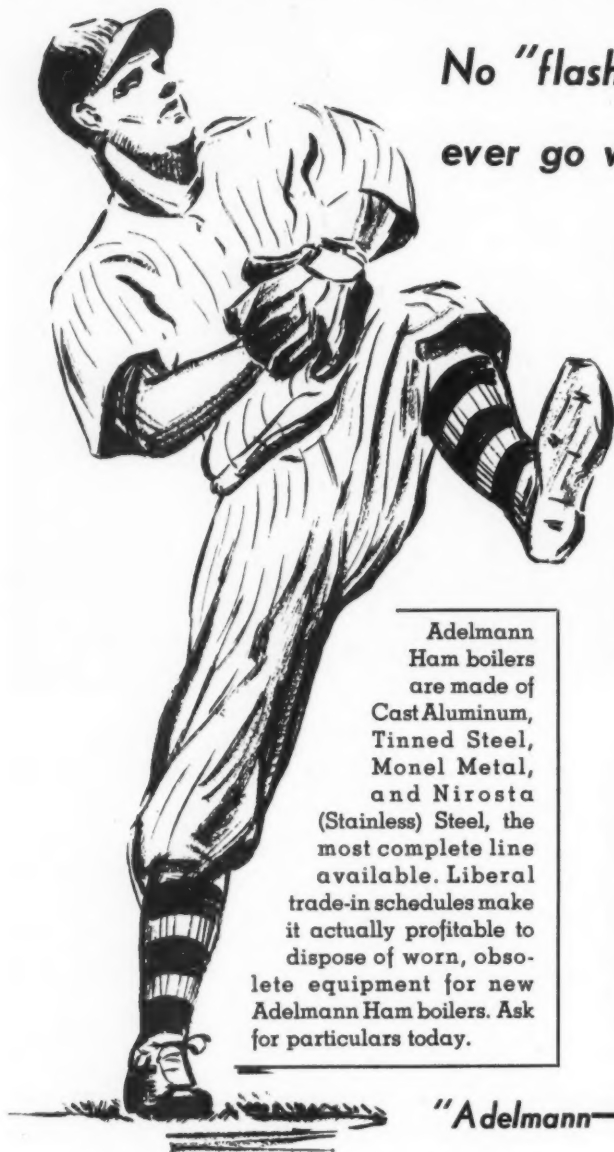
WM. J. STANGE CO.

2515-2540 West Monroe St., Chicago, Ill.

2515-2540 West Monroe St., Chicago, Ill.

2515-2540 West Monroe St., Chicago, Ill.

PERFORMANCE



No "flash in the pan" pitcher could ever go very far in the big leagues

And no "flash in the pan" ham retainer could last in the big packing plants!

That's why ADELMANN Ham boilers, with their consistently fine performance and money saving features, are considered standard equipment by leading packers and provisioners the world over. They deliver the goods!

Adelmann Ham boilers are made of Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel, the most complete line available. Liberal trade-in schedules make it actually profitable to dispose of worn, obsolete equipment for new Adelmann Ham boilers. Ask for particulars today.



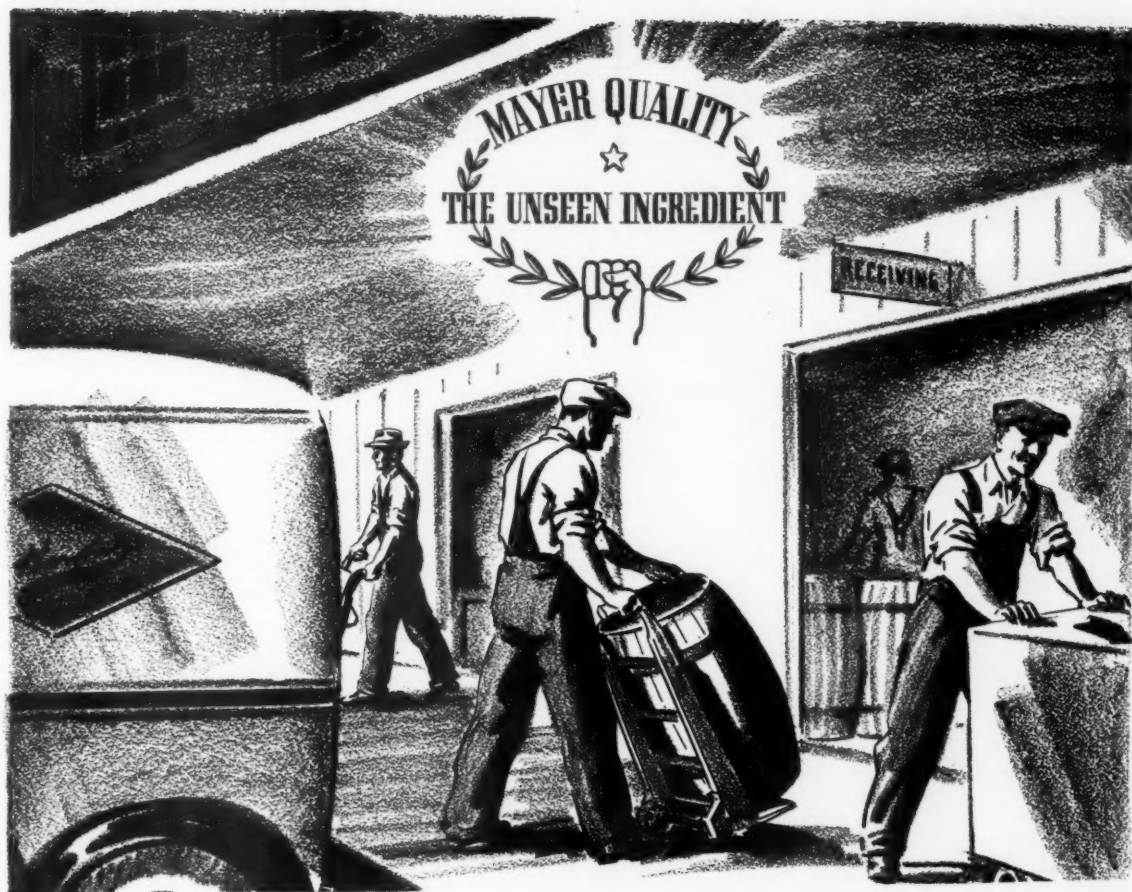
Cast Aluminum Ham Boiler

"Adelmann—The kind your ham makers prefer"

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.
CHICAGO OFFICE, 332 South Michigan Avenue

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representatives: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.



Sent "No Charge" with Every Order

Every shipment of Mayer's Seasoning or curing materials unloaded at your receiving platform contains the "Unseen Ingredient"... Mayer Quality. It costs you nothing extra. You can't see it, weigh it or analyze it. Yet it has a big dollar-and-cents value.

Mayer Quality always shows up in your finished product... insures consistently better appearance, flavor, salability. That's what our customers say! We would like to show you... with a demonstration in your own plant. Write us!

Pre-Season

YOUR HAMS WITH THE
NEVERFAIL
3-Day Ham Cure

Pre-Seasoning with NEVERFAIL imparts to your hams a taste-tempting, aromatic fragrance. No other process duplicates it because with the NEVERFAIL 3-Day Ham Cure the flavor goes in with the cure. For appetizing, even, pink color, mouth-melting tenderness, mildness and juicy yet firm texture, standardize on the NEVERFAIL 3-Day Ham Cure.

H. J. MAYER & SONS CO.

6819-27 S. Ashland Ave., Chicago, Illinois

Canadian Sales Office: 159 Bay St., Toronto... Canadian Plant: Windsor, Ontario

There is Selling Power in SYLPHCASE* 3-C Casings



Because greater effort is being made today to merchandise a wide variety of sausages and prepared meats, packers everywhere are adopting the modern method of packaging.

The Modern Method of Packaging These Products Calls for Artificial Transparent Casings

SYLPHCASE 3-C artificial casings have distinctive characteristics and qualities, as follows: • Definite Stuffing Capacity • Uniformity in Dimension and Shape • Controlled Stretch, Maximum Shrinkage • Greater Strength in a Thinner Casing • Complete Transparency • Excellent Printing Surface. SYLPHCASE 3-C casings show the tempting appetizing appeal of the meat and they give you well rounded, shapely packages, as shown above. Test samples will convince you.

Adopt SYLPHCASE Casings — they are the ultimate in quality, service and selling power.

*Reg. U. S. Pat. Off.

Manufactured since 1929 by

SYLVANIA INDUSTRIAL CORPORATION

Executive and Sales Offices: 122 E. 42nd Street, New York — Works: Fredericksburg, Va.

Branches or Representatives:

ATLANTA, GA. 76 Marietta Street
BOSTON, MASS. 201 Devonshire Street
CHICAGO, ILL. 427 W. Randolph Street
DALLAS, TEX. 809 Santa Fe Building
PHILA., PA. 260 South Broad Street



Pacific Coast:

Blake, Moffitt & Towne
Offices & Warehouses in Principal Cities

Canada:

Victoria Paper & Twine Co., Ltd.
Toronto, Montreal, Halifax

THE PIG THAT MADE GOOD



BRISGO*

THE MONEY-SAVING, MODERN METHOD
OF DEHAIRING HOGS

* REG. U. S. PAT. OFF. BY HERCULES POWDER COMPANY

BRISGO IS MAKING RAPID ADVANCES IN PORK DRESSING
IT HELPS TO TURN OUT HIGHER GRADES OF PORK,
WHICH IN TURN BRING HIGHEST PRICES!



HERCULES NAVAL STORES

HERCULES POWDER COMPANY

WILMINGTON, DELAWARE

BRANCH OFFICES : CHICAGO ... NEW YORK ...
ST. LOUIS ... SALT LAKE CITY ... SAN FRANCISCO

HERCULES POWDER COMPANY

910 Market Street, Wilmington, Delaware.

PLEASE SEND INFORMATION ABOUT **BRISGO**

Name _____

Company _____

Street _____

City _____ State _____

M-M-18

ACTION PICTURE

OF A PACKING PLANT SAVING MONEY!



• This New York packing company cuts costs with TEN Taylor temperature controllers—and turns out more uniform, more salable meats!

NO ACTION in the picture above? There's plenty! Hams are boiling in the two center tanks. Sausages are cooking in the other four. And six wide-awake Taylor Automatic Temperature Controllers are watching like hawks over the operations to guard against under- or over-cooking—a common cause of spoilage and uneven quality.

Proof that Taylor Control pays!

Does this Taylor Control *really* smooth out processing and save money? There's proof in the picture above! Over five years ago, this plant put in those two pear-shaped Taylor Regulators you see above. Then, after a trial, they put in those four new-type Taylor Controllers...and four others in the

sausage smoke houses. And repeat orders like these fairly shout, "Taylor Control is paying us dividends!"

Can YOU profit with Taylor Control?

Temperature manually regulated can make trouble in *your* chill room, cutting room, smoke house, and curing cellar, too. It can cause shrink, bone sour, off color and off flavor. So take a tip from this New York packing plant and put temperature—and, where necessary, humidity—under the watchful eye of Taylor foolproof control. This will help you cut spoilage and processing time...speed up labor...and turn out more uniform—more salable meats. Taylor Control is

easily installed. Economical to buy. And, meat packers agree, quick to pay for itself.


Take this step today!

Let a Taylor representative show you how much Taylor Control can save *you*. And, meanwhile, send to us today for more facts. No obligation. Taylor Instrument Companies, Rochester, N. Y. Plant also in Toronto, Canada. Manufacturers in Great Britain: Short & Mason, Ltd., London, England.

Taylor

Indicating • Recording • Controlling

**TEMPERATURE, PRESSURE, FLOW
and LEVEL INSTRUMENTS**




What's the
Answer?

**PUT IT IN
CANS!**

*I*nstinctively, experienced production men think of cans when complex packaging problems must be overcome and production costs lowered. They know that cans are sturdier, easier to handle, quicker to fill, pack, and ship—more adaptable for modern high speed operations and, consequently, more economical in the long run.

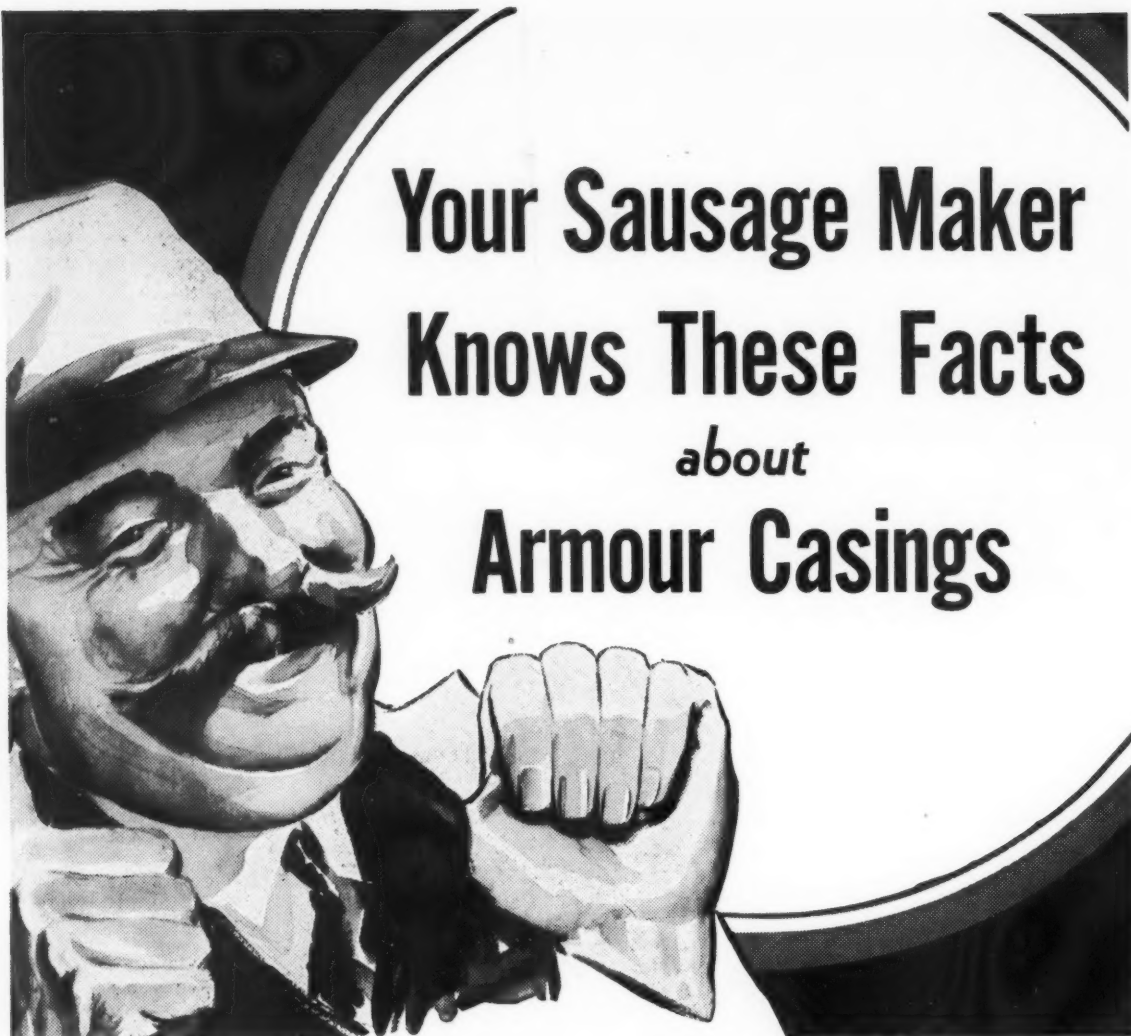
Consider these important factors and other outstanding advantages, such as complete product protection, greater shelf-appeal—then pack your product in a quality can—made by Continental!


There is hardly a product that wouldn't be more acceptably packaged in a can—although "knowing how" may sometimes be a matter of laboratory research or package design.

Continental offers complete facilities for determining your requirements. Call upon us anytime.

CONTINENTAL CAN COMPANY

NEW YORK • CHICAGO • SAN FRANCISCO • MONTREAL • TORONTO • HAVANA



Your Sausage Maker Knows These Facts *about* Armour Casings

1. Because of their texture, Armour natural casings permit great smoke penetration, thereby giving sausage a highly appetizing flavor—a fact that is recognized by experienced sausage makers.
2. Armour natural casings protect the fine flavor of sausage. Like the natural skin of fruits and vegetables, natural casings are excellent protectors of flavor and quality.
3. Sausage makers report savings as high as $\frac{1}{2}\%$ per pound on finished product in Armour natural beef casings.
4. Armour natural casings keep frankfurts juicy and tender.
5. Armour natural casings afford maximum yield.
6. Armour natural casings cling tightly to the sausage and give it a well filled appearance at all times.
7. Sausage in Armour natural casings stays tender and it slices easily.
8. Sausage in Armour natural casings looks natural and has a broad sales appeal.

For finer, tastier sausage products . . . use Armour's Natural Casings. Their high and uniform quality makes them your logical choice. . . . Give your order to the local Armour Branch House today.

ARMOUR AND COMPANY
UNION STOCK YARDS • CHICAGO

THE NATIONAL PROVISIONER

APRIL 29, 1939

*The Magazine of the Meat
Packing and Allied Industries*

LARD Needs Help of All

OVER 1,000,000,000 lbs. of lard will be produced in federally inspected meat packing plants during the current year. This will be supplemented by a considerable amount produced in state or locally-inspected establishments throughout the country.

If pork packing is to be profitable, this lard must be moved into consumptive channels, at least without loss. It should be sold profitably if possible.

While some packers always have and will continue to move their lard at a profit, the greater share of the lard marketed makes little contribution to the earnings of the companies manufacturing it.

Two basic requirements must be satisfied if the industry is to capitalize on this important product. These are:

1. The manufacture of lard of uniformly *high* quality.

2. A *continuous* program of promotion backed with good merchandising practice.

Some Lard Questions

Considering the first requirement, how can its fulfillment be insured? Will each packer protect not only his own product, but the product of the entire industry, by consistently manufacturing a lard of superior quality?

Can this be done without establishment of specifications to be followed by all manufacturers of lard?

Should it be permissible to call the product "lard" if it

Austin Exchange Club Shows How To Do It

does not meet given specifications?
Or, should the product commonly known as "lard" be marketed as an "economy shortening" or under some similar name?

These are questions which pork packers should answer, and the sooner a decision is reached, the sooner will all be on the way toward more profitable operation.

In merchandising, it is recognized that many competitive shortenings have enjoyed publicity and promotion seldom placed back of any product and as a consequence these shortenings have been merchandised profitably in steadily increasing volume. Lard has many basic advantages which could be capitalized if the general quality level of the product were raised to that of the best grades of lard produced in the industry.

Recognition for Lard

There is plenty of room for both lard and other shortenings as the per capita fat consumption in the United States is far below that conceded to be necessary for health and general well being. The important thing is to see that lard has the relative place in volume and price among all fats to which it is entitled because of its value.

Both hog and corn producers throughout the United States have a big stake in the lard market. Corn puts plenty of good solid fat on hogs, which in turn makes good

LET'S PROMOTE A GREATER USE OF LARD

10 GOOD REASONS FOR USING LARD

*Being Presented to 130 Million Consumers by the
National Live Stock and Meat Board*

1. Lard is an **ECONOMICAL** shortening
2. Lard has high **NUTRITIVE VALUE**
3. Lard is 97 per cent **DIGESTIBLE**
4. Lard is rich in **ENERGY**
5. Lard for **TENDER, FLAKY** pie crust
6. Lard makes **EXCELLENT** cakes
7. Lard for **FINE** biscuits and light breads
8. Lard is a **GOOD** fat for frying
9. Lard imparts **FLAVOR** to other foods
10. Lard is an **ALL-ROUND** cooking fat

DO YOU USE LARD IN YOUR HOME?

MEAT BOARD POSTER PROMOTES LARD

This poster, 20 in. wide and 30 in. high, is printed in blue on an orange background. It is designed for use in retail markets, livestock sales offices, and anywhere that the value of lard can be brought to attention of the consuming public. Such efforts to boost lard sales deserve enthusiastic support.



lard. More lard used means that more corn can be utilized profitably and that hogs pay out better for both packers and farmers.

It was the realization of this fact that led business men in a Corn Belt city recently to get back of an intensive campaign to promote lard, to demonstrate its superiority as a shortening and a cooking fat and to set up a program which would be a pattern for many other cities and towns desiring to inaugurate the same type of promotion for this basic farm commodity.

Lard Week in Austin

In Austin, Minn., a group of young business men who are members of the Exchange Club, realizing the importance of the prosperity of the hog and corn farmers to their city and to the surrounding countryside, planned and carried out a lard week and set up an intensive program in connection with it.

Members of the club believed that the low price at which lard was and is moving presented a real problem to the business men in that community, because it resulted in lower prices for hogs. They recognized the fact that if farmers in the Corn Belt could not sell their hogs at a fair price, this was reflected in the returns from hogs and corn. Furthermore, if the farmers did not get good prices for corn and hogs they could not buy the various commodities and services these young business men had to sell.

Casting about for a way to be useful in the solution of the lard problem,



LARD WEEK ACTIVITIES

UPPER LEFT.—Four young business men of Austin who promoted the idea of lard week to help the community and help themselves. They are (left to right): Pete Holland, high school agricultural director; Reuben Strand, newspaper publisher; Mike Nilan, insurance agency head; and Harold Westby, automobile agency owner.

UPPER RIGHT.—Jean Vernet, chef of Geo. A. Hormel & Co., addressed a group of homemakers during Lard Week in Austin and told them just how to use lard for best results. He also pointed out the advantages of lard as a shortening and cooking fat.

RIGHT.—Representative Austin women were judges of biscuits, pastry and other products made with lard. Left to right these women are Mrs. L. J. Gustafson, wife of the principal of the high school; Mrs. J. M. Pugh, housewife and cateress; and Miss Maude Vest, high school home economics teacher.

BELOW.—Out of 200 contestants, Marian Moon of the Austin high school wrote the best essay on lard. She is here shown receiving a check for \$5 paid by the Exchange Club, from Elmer Studer, hog producer.

RIGHT.—The boys also competed and Howard Hall won second prize and Ila Mae Bates third.



about which they had heard a good deal, they decided to inaugurate a Lard Week. Here are some of the things they did:

Wrote letters to housewives in all parts of the United States for their candid opinion about lard in the kitchen;

Put up cash prizes in an essay contest which attracted 200 entrants;

Put up cash prizes for a store window contest in which all the merchants in the town featured lard displays;

(Continued on page 47.)



Merchandising Campaign Launched By 40 Packers

By I. BARNARD*

IS IT true that meat specialties such as bologna, frankfurts, meat loaves, boiled hams, picnics, daisy rolls and bacon are usually *not* served for dinners?

Is it true that the packing industry relies on the housewife to *buy* these prepared meats, rather than on the dealer to *sell* them?

Is it true that housewives generally do not know how to prepare and serve many of these cooked and smoked meats?

Is it true that cheese, fish, macaroni, cereals and other non-meat foods are taking business away from meat?

The obvious answers to these questions indicate that there are four major jobs which packers and sausage manufacturers must accomplish if meats are to get their proper share of the consumer's dollar:

Four "Must" Jobs

1.—Persuade the housewife to use meat specialties for dinners, instead of just for sandwiches, luncheons or cold platters.

2.—Set up a merchandising system through which prepared meats will be actively sold, instead of being purchased if and when the housewife happens to remember to ask for them.

3.—Show housewives how to prepare and use bologna, meat loaves, picnics, smoked butts, liverwurst, etc., in complete and well-balanced meals.

4.—Win for meat the place it deserves on the daily menu on the basis of its healthfulness and food value.

The "Dinner Planner" program of merchandising ready-to-serve and fresh meats at the point-of-sale was developed by "Tee-Pak" to help the packer accomplish these jobs. It was announced late in 1938 (see *THE NATIONAL PROVISIONER* of December 31, 1938, page 9).

A Program to Get Results

Briefly, it consists of a series of complete, balanced meals, illustrated and explained on dinner cards. Processors participating in the campaign furnish special imprinted frames to their dealers; dinner cards featuring specific products are inserted in these frames from time to time by the packers' own salesmen.

It costs the packer about 5c per store per week to participate in the

*Vice president, sales promotion, Transparent Package Co., Chicago.



"Dinner Planner" program of promotion; the displays are expected to increase each dealer's purchases from the packer by about \$5 to \$10 per week.

Forty meat packers in all parts of the U. S. are now launching "Dinner Planner" campaigns to accomplish the four



UNUSUAL NEW MENUS

Methods of using luncheon loaves, sausage, Canadian bacon and butts as the main dishes in complete, balanced dinners have been developed by a home economist for the campaign. Illustrations of such meals are displayed in the frame (shown below) in retail stores.

objectives previously listed. This effort has a double purpose: To increase the per capita use of prepared meats; and to step-up the dealer's weekly purchases.

Approximately 20,000 retail meat stores will exhibit the frames and "Dinner Planner" cards, and it is estimated the idea will reach 2,000,000 to 3,000,000 families per day.

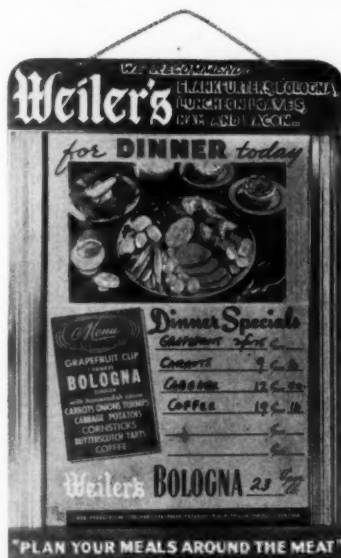
Industry Interest Aroused

Many in the industry are watching the campaign. They want to know whether daily reminders, beautiful pictures of actual dinners featuring Canadian bacon, barbecued ham slices, jellied meat loaves, bologna, fresh pork sausage, frankfurters and cottage butts—menus "from soup to nuts"—will induce housewives to *serve these meat delicacies* for dinner, instead of macaroni and cheese or fish?

Miss Frances Weedman, home economist who developed the menus and recipes, has created some unusual dishes and menus. For example, she *bakes* a 2-lb. piece of Canadian bacon—she *boils* a 2-lb. chunk of bologna with whole vegetables. She serves steamed frankfurters with a cheese rarebit sauce in a tasty combination.

She "steps up" a baked picnic with sweet potatoes and pineapple to the class of a baked ham. Her baked ham Hawaiian is a royal banquet. She merchandises fresh pork sausage and bacon in an effective manner. There are twelve prepared meat dinners on the "Dinner Planner" program and six featuring fresh meats.

(Continued on page 32.)



DINNER CARD IN FRAME

Eighteen meal menus, including many new combinations, are featured on dinner cards used. There is space on dinner cards to write in and price related items which the dealer can display on the meat counter to sell the whole meal.

REFRIGERATION DEVELOPMENT

Recent Equipment and Practices Being Adopted By Meat Packing Plants

MANY refrigerating practices are now commonly employed in meat packing and sausage manufacturing plants that were not accepted or known to the industry a few years ago.

It is now generally appreciated, for example, that the former practice of permitting hogs to hang in natural temperatures until the "animal heat" had been dissipated was wrong, and the cause of a huge loss to the industry through sour hams. Today hogs are placed in the chill room immediately after being dressed, and are chilled rapidly to give bacteria no time to get in their work.

Smoked meats are now placed in a smoked meat chill room or smoked meat hanging room immediately after com-

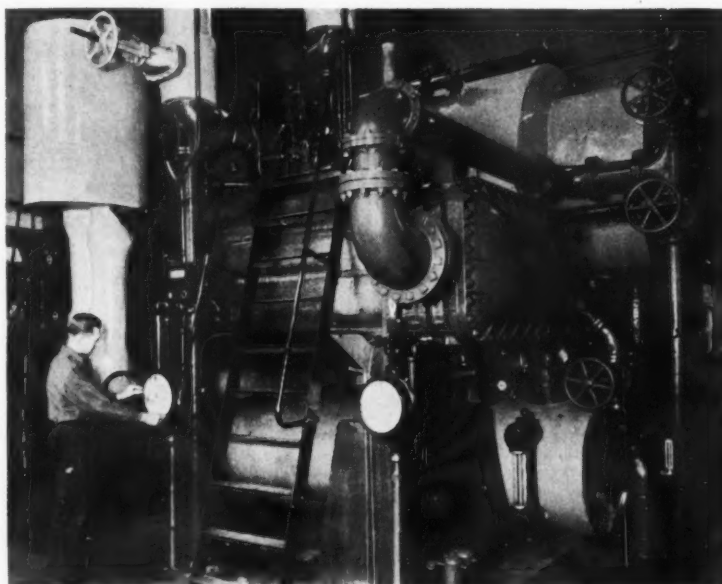
ing out of the smokehouse, instead of being hung in the smokehouse alley to cool. The practice is to chill the hot meat rapidly to prevent loss through fat drip and dehydration. Use of a chill room is preferable. As soon as the meats are chilled they are moved into the smoked meat hanging room.

For years general chill room practice was to move a large volume of air at a low velocity. It was thought that noticeable air movement or drafts caused high carcass shrink. Today a rapid air circulation is maintained in chill rooms, it having been determined that air movement has little or no effect on warm car-

cases. Usually this rapid air movement is maintained for the greater portion of the chilling period. When temperature of the carcasses has been brought down to the point desired the amount of air circulation is reduced.

Not so long ago, any refrigerating or air conditioning engineer who advocated the use of heat in coolers to maintain high relative humidity would have been considered seriously misinformed. The practice is common today. In some cases, as in smoked meat hanging rooms, heater coils are built into the unit cooler. In a St. Louis plant heat in the form of steam is added to the beef holding cooler. In most cases, however, unit heaters are being employed for this purpose.

The object in introducing heat into a



NEW MACHINERY AND PRACTICES

RIGHT.—Centrifugal compressor. This Carrier machine, of large capacity, is installed in an Eastern brewery. It is a type of refrigerating compressor that can be used advantageously in many meat plants.

BELOW.—New refrigeration plan combining operations of sausage meat curing and grinding in one room has worked out very satisfactorily in plant of Jacob Dold Packing Co., Buffalo, N. Y.



cooler is to provide specific heat required to prevent relative humidity from building up to an objectional high percentage, resulting in mold and bacteria growths and perhaps dripping walls and ceiling.

Water for Cooling

The more general use of water for some cooling purposes, as in smoked meat hanging rooms and bacon slicing rooms, where temperatures in the higher ranges are satisfactory, providing proper dew point temperature is maintained, seems to be the trend.

In such cases a worth while saving is indicated, inasmuch as after the refrigerating water has passed through the cooling coils it is available for other plant uses. Water in the temperature range of 53 to 60 degs. F. is now commonly employed in packinghouses and sausage manufacturing plants for office cooling.

Recently there has been noticeable in some sections, especially the East, a decided trend toward combining beef chill room and holding cooler. This is particularly true in the smaller beef plants.

Combination Chilling and Holding

Packers who have had no experience with these combination rooms will, as a rule, object to the idea, advancing some apparently sound and logical reasons why such a room is not as satisfactory as the conventional two-room set-up. One of these arguments invariably is that the steam from the hot carcasses will condense on the cold carcasses and provide ideal conditions for mold and slime growth.

This condition is not reported by packers operating combination chill and holding rooms. On the other hand, the high humidity periodically prevailing in such rooms is said to have a beneficial effect on chilled carcasses, preserving bloom and holding shrink to an unusually low figure. Instances are related of beef being held for abnormally long periods in such rooms, the carcasses showing little discoloration, having little or no mold on them and requiring practically no trimming.

There does seem to be a valid merchandising objection to combination chill and holding coolers, however. Some packers who report the best of results in these rooms are not so sure that product can be shown to best advantage in them, particularly during periods when there are hot carcasses in the space.

Chilling With Unit Coolers

Use of unit coolers for chilling hog and beef carcasses is becoming well established, there being installations in both hog and beef coolers in large as well as small plants. In this connection it is interesting to note that trials in chilling carcasses with water at a temperature of 33 degs. F. have shown quite satisfactory and economical results. That the idea has not been put

into practice is due principally to lack of close temperature control and the danger of the water freezing and putting the refrigerating system out of commission if for any reason the temperature should drop to 32 degs. or below.

Combination sausage meat curing and grinding rooms have been tried out with good results in a few instances, notably in the plant of the Jacob Dold Packing Co., Buffalo, N. Y. (See September 24, 1938, issue of *THE NATIONAL PROVISIONER*.) In these cases, also, results have been quite satisfactory. It might be suspected that conditions unfavorable to meats in cure might be created in combination meat curing and grinding rooms during the clean-up periods, but these have not been experienced where properly designed refrigerating systems are installed.

Sterilizing Lamp Tests

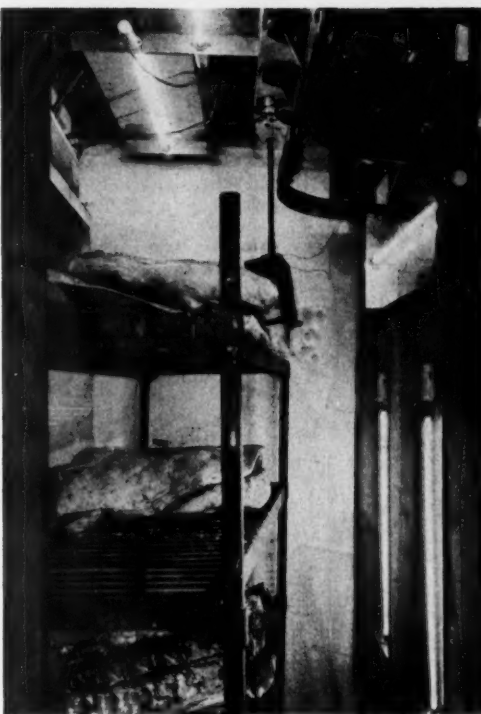
When the new sterilizing lamp was first announced around two years ago it was the hope of numerous packers that these might be applied in beef aging coolers to speed up the aging process, thus securing a quicker turnover, reducing refrigerating costs through the use of higher temperatures and cutting amount of trimming required because of discoloration and mold.

Earliest tests with these lamps in beef aging coolers were not entirely satisfactory, as there was a tendency for the fats to become rancid in higher temperatures required for quick aging. Later test results, however, notably those at the Mellon Institute (see March 25 issue of *THE NATIONAL PROVISIONER*), have been much more promising, and one commercial beef aging cooler has been constructed in which the method worked out at the Institute will be used. Value of these lamps for clearing up bad mold and slime conditions in coolers seems to be definitely established.

Centrifugal Compressors

A promising refrigerating development is the centrifugal compressor. Its use in plants generating steam for processing and purchasing electricity for equipment operation is well defined. The machine offers other advantages, and might profitably be investigated by packers contemplating installation of additional refrigerating equipment or replacing worn out compressors.

Ice manufacturing machines have come into rather extensive use in the larger packinghouses but sausage manufacturers and smaller packers generally are not using them, despite the fact that they pay for themselves quickly under many conditions. When installed to supply ice for sausage manufacture they are now commonly placed in an elevated position in a cooler so that the ice is delivered directly into a truck ready to be transported to point of use. Units are now available for small meat packing and sausage manufacturing plants.



NEW COOLING MEDIUM AND AGING AID

TOP.—Water, instead of brine, is used to refrigerate this smoked meat hanging room. Unit contains heating coils to maintain required amount of specific heat in room to prevent too great an increase in relative humidity.

BOTTOM.—Value of sterilizing lamps for speeding up aging operation being tested in an experimental cooler. Much work has been done with these lamps recently and one beef tendering plant employing them has been placed in operation.

YOU CAN MAKE THE FINEST

TENDER HAMS

with
PRESCO PICKLING SALT
and the
PRESCO PICKLE PUMP

The **PRESCO PROCESS** for producing **TENDER HAMS** is not an experiment. It has been fully developed by us and is an accepted packing house practice. The benefits of this exceptional method are available to our customers. Let us show you how to successfully produce **TENDER HAMS** by the **PRESCO PROCESS**.

THE PRESERVLINE MANUFACTURING CO., BROOKLYN, N. Y.

PROCESSING POINTS *for the trade*

Buying and Testing Natural Casings

III.

Editor's Note.—This is the third and last of three articles on the buying and testing of sausage casings which have appeared in THE NATIONAL PROVISIONER. Installments published in the issues of April 22 and April 15 dealt with sheep and hog casings.

Beef casings include rounds, middles, bladders, bungs and weasands.

Beef Rounds

Rounds are relatively narrow casings. Export (clear) rounds should be of prime quality, good color, properly cleaned, salted and slimed, extra closely fattened, reasonably free of holes, and absolutely free from knots and warts. Export rounds are graded as follows:

Grade	Width, inches	Sets to Tierce
Narrow	1% or under	225
Medium	1% to 1 1/4	180
Wide	Over 1 1/4	140

Each set of rounds consists of 100 to 103 ft. of cured casings. Ten standard sets shall not contain more than five large and five small holes; no piece shall be less than 5 ft. in length and no set shall have more than five holes. No set should contain more than five pieces on the average. Some specify that no set shall contain more than an average of two holes to the piece.

Domestic (knotty) rounds are of lower quality, but are graded by the same width specifications, or sometimes as follows:

Grade	Width, inches	Sets to Tierce
Medium	1% to 1 1/4	180
Wide	Over 1 1/4	140

Beef Middles

Middles are put up in sets of about 60 feet and not less than 57 feet. There should be, on an average, not more than five pieces and not more than two 3-foot pieces to the set. Middles must be of prime quality, properly cleaned, slimed and salted, closely fattened, free from holes and scores, and cut off about 8 to 12 in. from fat or thick end. They are classified in three and sometimes four grades, as follows:

Grade	Width, inches	Sets to Tierce
Select narrow	1% and under	140
Regular	1% to 2	110
Select wide	2 to 2 1/4	100
Select extra wide	2 1/4 and over	80-95

Beef Bungs

Bungs are usually put up in sets of five, sometimes ten, and are sold by the piece. A No. 1 bung must not contain

holes closer than 2 in. to the round gut hole, and must be reasonably free of scores. Under some classifications all bungs with scores, holes, knots or nodules are ruled out of the No. 1 selection. Export (clear) bungs must be free of knots. Bungs with knots or nodules are classified as domestics.

Full length bungs are at least 4 ft. long. The open end must be as long as the cap when folded at the center opening (round gut hole). Standard grades for beef bungs are as follows:

Grade	Diameter inches	No. of Pieces to Tierce
Jumbos	5 and over	350 to 400
Wide & extra wide	4 and up	400
Wide	4 to 5	400
Liner wide	4 to 4 1/4	450
Mediums	3 to 4	500
Domestic (knotty) house run		400

BEEF BUNG CAPS.—These are usually packed 600 to 800 to the tierce, and beef bung open ends, 800 to 1000 pieces to the tierce.

Beef Bladders

Bladders are salted or dried and are put up in bundles of 12 and 24 pieces and should have long necks. Dried bladders are packed in barrels and boxes. There is considerable variation in the number of dozen pieces in a container, according to size of bladders and style of packing.

DRIED BLADDERS.—These are classified by width when unfolded and gauged at widest point. Grades of dried bladders are:

Grade	Size inches	Stuffing Capacity pounds
Extra small	6 to 8	4-6
Small	8 to 10	6-8
Medium	10 to 12	8-10
Medium large	12 to 14	10-12
Extra large	14 & over	12 and over

Bladders are purchased today more

by stuffing weight than by specified sizes.

SALTED BLADDERS.—After properly soaking salted bladders, they are blown for size, and gauged for diameter at the widest points.

Grade	Diameter when blown inches
Extra small	Under 5 1/2
Small	5 1/2 to 6 1/2
Medium	6 1/2 to 7 1/2
Large	7 1/2 and over

Beef Weasands

Weasands are sold dried and are packed 25 pieces to a bundle and from 2,500 to 5,000 pieces to a box, according to size.

Weasands are graded by length as follows:

Grade	Length inches
No. 1	24 or over
No. 2	18 to 24
Shorts	Under 18

Handling Casings

Casings should be stored in a cool room and overhauled at least once every 30 days. The tierces dry out and the hoops become loose when the product is carried in a warm temperature. The product loses a great deal of the pickle or moisture and becomes dry. If the casings are carried in this condition indefinitely, fermentation will set in.

It is a good practice, when the product is found to be near fermentation, to remove from tierces and wash in plain strong pickle. After the pickle is drained off, resalt and pack in tierces again. See that the hoops are re-driven, and a tight head placed in the tierce. If the climate is warm, carry casings at the lowest possible temperature in absence of refrigeration.

Casings are not highly perishable, and will stand a lot of abuse, if they are properly handled in the beginning. When overhauled and resalted they can be used to advantage even though they have been carried beyond the stipulated time.

The main thing is to keep a tight head in each tierce and tight hoops so that pickle is retained. If the salt becomes dry in the tierce, the casings also begin to dry out. When this happens, take a broom, dip it in a pail of water and sprinkle over casings, using moist salt. This applies both to hog and sheep casings.

Casings should never be left in a room where the temperature is over 60°. Beef casings and hog bungs are fairly perishable, especially if the tierce is open, and all casings spoil more easily when uncovered, unless they are in the cooler. Keep the casings moist by the use of a moist muslin cover if the head of the barrel is removed.

Coming Into Wide Use

CHOP SUEY LOAF

Is appetizing, as well as convenient in preparation.

A recipe for this increasingly popular dish is available in a NATIONAL PROVISIONER reprint.

Send 10 cents in stamps for this reprint.



You're Always
"FACE TO FACE"
 with cost-reducing facts

no eye strain



no contortions

no tricks



FOXBORO

REG. U. S. PAT. OFF.

RECORDING CONTROLLING • INDICATING



Instruments

TEMPERATURE • LIQUID LEVEL
 PRESSURE • FLOW • HUMIDITY

with
mono-therm
INDICATING THERMOMETERS

Easily read, accurate temperature facts mean real savings. You can read Foxboro mono-therm Dial Type thermometers easily even from a distance of twenty feet. The figures and graduations are white on a dull black background free from highlights. A white, eye-leading pointer indicates exact readings. It is never necessary to take readings in obstructed or poorly illuminated surroundings because the indicator may be located as much as two-hundred feet from the bulb. This enables you to bring it out from a maze of pipe — out of dark corners — and at any desired level. » » » Dial Type thermometers are responsive, accurate, and give unfailing service. Each instrument is accurately calibrated—not at just one midway check point, but over the entire scale. From bulb to spring the thermal measuring system is an integral metal unit. » » » Every Foxboro instrument embodies exclusive advantages—in accuracy, readability, speed and long-life—developed by years of Foxboro experience. Accept only the best indicator—specify Foxboro and be sure. Write for Bulletin 148.

THE FOXBORO COMPANY

148 Neponset Avenue, Foxboro, Mass., U.S.A.

Branch Offices in 25 Principal Cities

REFRIGERATION and Air Conditioning

MEAT PLANT REFRIGERATION

A Complete Course for
Executives and Workers
Prepared by—

The National Provisioner

Questions and Answers

THOSE who have been studying THE NATIONAL PROVISIONER'S course in meat plant refrigeration have an opportunity to examine their own knowledge of the material covered, and to refresh their memories, in the series of questions and answers which are now appearing weekly on this page.

Three groups of questions and answers have already appeared. When the series is completed the regular lessons will be resumed.

All those studying the course are urged to check the questions and answers carefully, as thorough knowledge of material already covered is necessary for understanding lessons to come.

Begin with Question 61

61.—What is a salometer? Specific gravity?

A.—A salometer is an instrument that measures gravity of liquids heavier than water at a certain temperature specified on scale. Specific gravity is density of liquids heavier than water. Specific gravity and salometer scales are convertible. Both are known as hydrometers. The salometer scale reads from 0 to 100, while specific gravity scale reads from 1.00 to 1.500.

62.—What causes brine to become weaker in an open brine spray system?

A.—The brine condenses moisture in the air with which it comes in contact. This water weakens the brine solution.

63.—In a closed system why does the brine become weaker?

A.—It should not.

64.—Why does common salt melt ice?

A.—There is a chemical change which generates heat and the heat melts the ice.

65.—Is calcium chloride a liquid?

A.—It can be a liquid but is usually purchased in solid or flake form. The

solid form contains 73 to 75 per cent of calcium chloride, while the flake form contains 77 to 80 per cent.

66.—Will calcium chloride melt ice?

A.—Yes.

67.—Will calcium chloride brine freeze?

A.—Yes, at any density if the temperature is sufficiently low.

68.—If temperature outside is 15 degs. F., can water be used to cool ammonia condensers? Why doesn't it freeze?

A.—It can be used and will not freeze so long as it absorbs enough heat from the ammonia condensers to keep its temperature above 32 degs.

69.—Could salt brine be circulated over an ammonia condenser and then over a cooling tower in below freezing weather?

A.—Yes.

70.—What is the lowest condenser pressure that can be used practically?

A.—Ordinarily about 80 lbs.

71.—How can this be determined?

A.—The head pressure must be sufficient at all times to force liquid to the highest point of system or the one cooler farthest removed from the liquid receiver.

72.—In a carcass cooler do the thin or fleshy portions chill quicker?

A.—Thin portions.

73.—Will carcasses chill faster if they are packed together tightly on the rails?

A.—No.

74.—Why are not bellies piled in a dry salt cellar so that there is air space between them?

A.—They are there to absorb the salt

cure and air circulation between them is not required.

75.—When are sodium and calcium brine used as refrigerants?

A.—Sodium brine is used for temperatures down to plus 10 degs. Calcium brine should be used at temperatures lower than plus 10 degs.

76.—Which costs more?

A.—Calcium brine.

77.—Does one buy liquid or gaseous ammonia?

A.—Liquid.

78.—Which has the greater refrigerating effect, a cake of ice made from 80-deg. water, 40-deg. water or 30-deg. salometer brine?

A.—This is a catch question. If cake of ice were frozen from a brine solution, as soon as freezing started the salt would begin to be precipitated. Water has the highest latent heat and, consequently, water ice gives the highest refrigerating effect. There would be no difference between the refrigeration effect of ice made with 80-deg. water and that made with 40-deg. water.

TRUCK BODY DESIGN

The truck shown in the accompanying illustration has been added to the fleet of the John McKenzie Packing Co., Burlington, Vt. It is an example of the manner in which the qualities of attractive appearance and utility can be combined in truck bodies.

Much of the distinctive appearance of this vehicle is obtained by carrying streamlined effect of body in one unbroken line from front to the beaver tail, thus obtaining proportion and bal-



FUNCTIONAL DESIGN IN TRUCK BODY

New truck of the McKenzie Packing Co. which is attracting much attention on the streets of Burlington, Vt. This style of body is available in sizes and with rack arrangements to satisfy many meat transportation needs.

ance. Body frame is selected, seasoned white oak and side panels are stretcher-leveled, cold-rolled auto body steel. The lining is heavily-galvanized steel, watertight, and is equipped with drains. Roof is of heavy waterproof duck, painted aluminum, and insulation is Armstrong LK sheet cork waterproofed with a special flexible odorless asphalt on both sides and sealed with waterproof paper.

Chassis is a Diamond T. Body is known as the "Flowing-Streamline," a design developed by Robbins & Burke, Inc., Cambridge, Mass. This style of body is available in sizes and with rack arrangements for different types of route service.

A. S. R. E. MEETING

Twenty-sixth spring meeting of the American Society of Refrigerating engineers will be held at Hershey, Pa., on May 21, 22 and 23. Refrigeration men are particularly interested in these sessions at Hershey, since the convention will include inspection of all refrigeration and air conditioning equipment in this unique community—the plant of the Hershey Chocolate Corp., the windowless office building, and the famous indoor skating rink.

Technical sessions will be held on the mornings of May 22 and 23, with emphasis on current practical problems in refrigeration and air conditioning.

Among papers to be presented are "Air Conditioning in Government Buildings in Washington," "Design of Truck Bodies for Ice Cream," "Overhead Bunkers for Refrigerator Cars," "Tests on Air Circulation in Precooling" and "Bus Air Conditioning." An added feature will be a conference on piping practice, scheduled for May 23.

FINANCIAL NOTES

Directors of Jewel Tea Co. announce a quarterly dividend of \$1.00 on the common stock, payable June 20 to shareholders of record June 6.

Burns & Co., prominent Canadian packers, reports net loss of \$369,355 for year ended December 31, 1938, after depreciation and obligatory bond interest, compared to net income of \$27,842 for preceding year. Balance sheet of the company shows current assets of \$4,699,450 and current liabilities of \$1,950,358, leaving a net working capital of \$2,749,092.

Directors of General Foods Corp. have declared a quarterly dividend of 50 cents on the common stock, payable May 15.

Beech Nut Packing Co. reports a net profit of \$523,556 for the first quarter of 1939, after charges and estimated federal income taxes. This compared with net profits of \$522,871 in 1938.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, April 26, 1939, or nearest previous date:

	Sales	High.	Low.	— Close —
Week ended	Apr. 26.	Apr. 26.	Apr. 26.	Apr. 26.
Amal. Leather.	100	1 1/4	1 1/4	1 1/4
Do. Pfd.	...	...	...	1 3/4
Amer. H. & L.	1,800	4	3 3/4	4
Do. Pfd.	...	...	...	27
Amer. Stores	100	8 1/2	8 1/2	8 1/2
Armour Ill.	5,000	4 1/4	4	4 1/4
Do. Pr. Pfd.	100	35 1/2	35 1/2	35 1/2
Do. Pfd.	...	...	...	50
Do. Del. Pfd.	500	98 1/2	98 1/2	97 1/2
Beechnut Pack.	...	...	...	114
Bohack, H. C.	...	...	...	2 1/2
Do. Pfd.	...	...	...	17 1/2
Chick. Co. Oil.	300	10 1/4	10 1/4	10 1/4
Childs Co.	1,000	8 1/4	8 1/4	8 1/4
Cudahy Pack.	200	12 1/2	12 1/2	12 1/2
Do. Pfd.	100	58	58	60
First Nat. Strs.	400	40	40	39 1/2
Gen. Foods	8,000	42 1/2	41 1/2	42 1/2
Gildden Co.	600	15 1/2	15 1/2	16
Do. Pfd.	...	...	...	38
Gobel Co.	1,400	3 1/4	3 1/4	3 1/4
Gr. A&P 1st Pfd.	150	128 1/2	128 1/2	126 1/2
Do. New	450	80	80	77 1/2
Hormel, G. & A.	...	...	...	21 1/2
Hygrade Food	200	...	...	1 1/2
Kroger G. & B.	4,300	23	22 1/2	22 1/2
Libby McNeill	350	4 1/4	4 1/4	4 1/4
Mickelberry Co.	450	2 1/2	2 1/2	3
M. & H. Pfd.	...	...	...	34
Morrell & Co.	...	...	...	2 1/2
Nat. Tea	...	...	...	53
Proc. & Gamb.	2,300	55	54	55
Do. Pfd.	240	113 1/2	113 1/2	113
Rath Pack.	...	...	...	27
Safeway Strs.	5,200	33	32	32 1/2
Do. 5% Pfd.	70	91 1/4	91	91
Do. 6% Pfd.	160	106	105 1/2	106
Do. 7% Pfd.	30	111	111	111
Stahl Meyer	...	...	...	1 1/2
Swift & Co.	3,000	18	17 1/2	18
Do. Intl.	2,400	27	26 1/2	27
Trans. Pork	...	...	...	8
U. S. Leather.	400	4	4	4
Do. Pfd.	400	7 1/2	6 3/4	6 3/4
Do. Pr. Pfd.	...	...	...	61 1/2
United Stk. Yds.	100	2 1/4	2 1/4	2 1/4
Do. Pfd.	500	7	7	7
Wesson Oil	1,500	19	18 1/2	19
Do. Pfd.	400	58 1/2	58 1/2	58 1/2
Wilson & Co.	1,000	3 1/4	3 1/4	3 1/4
Do. Pfd.	200	37 1/2	37 1/2	36

Let the sharp pencil point the way to

PERMANENT THERMAL EFFICIENCY

.255 B. t. u.

At Lowest Cost

FREE 16-page Insulation Manual



Check These 8 Points

1. Permanent
2. Efficient
3. Non-settling
4. Repels moisture
5. Odor-proof
6. Vermin-proof
7. Fire-retardant
8. Economical

MADE FROM

REDWOOD BARK

PALCO INSULATION WOOL

Trade Mark Reg. U. S. Pat. Off.

THE PACIFIC LUMBER COMPANY SAN FRANCISCO CHICAGO LOS ANGELES NEW YORK

Champions ARE RUGGED

The world's champion shot-putter is rugged—like a JAMISON-BUILT cold storage door.

Hard use and abuse in cold storage plants demand that doors be rugged. JAMISON-BUILT doors meet that demand. From scientifically conditioned lumber to the soft, non-collapsible, pure-rubber gasket, they are designed for strength and built to endure.

Wherever cold storage doors are used, including locker and quick-freezing plants, JAMISON-BUILT DOORS are proclaimed "champion"—a title won by long service and outstanding performance. Send for free bulletin to JAMISON COLD STORAGE DOOR CO., Hagerstown, Md., or to branches in principal cities.

Jamison, Stevenson & Victor Doors

JAMISON

Stevenson Vestibule Door with Track Port



Prominent Meat Packers Repeat Orders For Popular Robbins & Burke NEW REFRIGERATOR BODIES

Robbins & Burke Refrigerator Bodies prove so satisfactory that well-known meat packers are constantly re-ordering to convert their entire fleets to these New money-saving bodies.

Here are a few of the prominent meat packers recently ordering more Robbins & Burke Bodies . . . many of them re-ordering for the 2nd to the 20th time:

Batchelder & Snyder Co., Boston
Joseph J. Jordan, Portland, Me.
Colonial Provision Co., Boston
N. E. Provision Co., Boston
C. H. Rice Co., Bangor



John McKenzie Packing Co., Burlington, Vt.

Essem Packing Co., Lawrence, Mass.
Knauss Bros., Inc., Poughkeepsie, N. Y.
John Kern & Sons, Portland, Me.
N. H. Provision Co., Portsmouth, N. H.
Park Sausage & Provision Co., Bangor, Me.
Penobscot Beef & Provision Co., Bangor, Me.

Boston Sausage & Provision Co., Boston
Pilgrim Products Co., Lynn
Genoa Packing Co., Boston
Handschumacher & Co., Boston
Morrison & Schiff, Inc., Boston

Investigate these good bodies that prominent packers buy over and over again. Write today for folder and prices.

ROBBINS & BURKE

REFRIGERATOR BODIES

Help you Increase Sales and Cut Costs

35 Landsdowne Street, Cambridge, Mass.

an open and shut case FOR YORK COLD STORAGE DOORS!

York Cold Storage Doors are outstanding for extraordinary efficiency throughout long service. They are constructed to give easy access to rooms—and to "take it" from the hardest, continuous usage.

The lumber in York Doors is kiln dried and air seasoned old growth Douglas Fir. Insulation is of regranulated cork or corkboard laid in hot asphalt. (Other approved insulation may be had on specification.) Gaskets have resilient sponge rubber core with wear and grease resisting cover.

Hardware is self-adjusting type—malleable iron castings, sandblasted and cadmium plated. York STAINLESS hardware is recommended where unusual attractiveness is called for.

Mail the coupon for free catalogue. York Ice Machinery Corporation, York, Pa. Headquarters Branches and Distributors throughout the world.



HEADQUARTERS FOR
MECHANICAL COOLING SINCE 1885

YORK MAKES DOORS FOR EVERY REQUIREMENT:

YORK STANDARD COOLER DOORS
VESTIBULE DOORS
TRACK DOORS
SUPERSEAL DOORS
BUNKER OR REACH-IN DOORS
SUPER-FREEZER DOORS
VERTICAL SLIDING DOORS
DOUBLE DOORS
DUTCH DOORS
AUTO-CLOSE DOORS
CAN AND CRATE PASSING DOORS
ICE CREAM CAN PASSING DOORS
CONVEYOR DOORS
ICE PASSING DOORS
ICE CHUTES
VESTIBULE TRACK DOORS
SUPER-FREEZER VESTIBULE DOORS
COLD STORAGE WINDOWS

YORK ICE MACHINERY CORPORATION, YORK, PA.

Please send me . . . without cost . . . your Cold Storage Door Catalogue.

Name

Address

City State

S-4

SAUSAGE VOLUME CONTINUES HIGH

MORE sausage was produced in federally inspected houses during March, 1939, than in the same month a year earlier and production was the highest for the month, with two exceptions, in 12 years. March production totaled 61,163,870 lbs. A year ago the volume produced under federal inspection was 58,535,167 lbs.

Output of each kind of sausage during March this year compared with the same month a year ago was as follows:

	March, 1939, lbs.	March, 1938, lbs.
Fresh (finished)	10,147,990	9,156,788
Smoked and/or cooked.....	42,427,408	41,414,920
To be dried or semi-dried..	8,588,472	7,963,459
Total	61,163,870	58,535,167

Production during each month of the packer fiscal year 1938-39 to date has been as follows:

	1938-39 lbs.
November, 1938	66,612,075
December	59,452,050
January, 1939	61,138,875
February	53,478,635
March	61,163,870

Production of pork sausage was high in March and there was a seasonal increase in the output of cooked and smoked sausages.

March output in federally inspected plants during each of the past 12 years was as follows:

March,	lbs.
1939	61,163,870
1938	58,535,167
1937	64,932,229
1936	61,290,000
1935	55,156,000
1934	59,009,000
1933	49,694,000
1932	48,842,200
1931	51,887,100
1930	57,241,000
1929	58,138,025
1928	57,657,985

CANNED PORK INCREASES

Canned meats and meat food products produced under federal inspection during March, 1939, totaled 58,188,360 lbs. This total consisted of the following:

	lbs.
Beef	6,357,339
Pork	15,784,076
Sausage	2,989,819
Soup	26,020,117
All other	7,037,009
Total	58,188,360

In March, 1938, canned meat production totaled 57,681,445 lbs. and in the same month of 1937 the total was 64,680,530 lbs. In March a year ago the amount of pork canned was 8,884,381 lbs. and two years ago 12,891,353 lbs., compared with a total of 15,784,076 lbs. canned during the month of March, 1939.

SLICED BACON OUTPUT UP

Bacon sliced under federal inspection during March, 1939, totaled 20,793,982 lbs. This was 2,189,669 lbs. above the amount sliced in March, 1938, and 3,243,829 lbs. more than in March, 1937.

Volume of sliced bacon produced in each month of the current packer year compared with each of the two preceding years was as follows:

	1939, lbs.	1938, lbs.	1937, lbs.
November, 1938	19,967,669	16,900,154	16,459,062
December	18,607,520	17,381,833	16,580,698
January, 1939	19,860,787	17,271,741	16,822,584
February	18,169,033	16,390,822	15,023,966
March	20,793,982	18,604,313	17,550,153

It will be seen, therefore, that in spite of the variation in supplies of hogs, the trend in sliced bacon production has been upward from year to year. It is estimated that approximately 95 per cent of all bacon sliced is produced in federally inspected houses.

MEAT LOAF PRODUCTION

More meat loaves were produced during March this year than in the same month a year ago in federally inspected plants. Production in March, 1939, totaled 7,459,995 lbs. This was 330,728 lbs. more than in March, 1938, and 245,963 lbs. less than was produced in the same month of 1937. Loaves and loaf products continue to feel effects of scarcity and high price of beef for manufacturing purposes. However, the volume so far this year has held up fairly well compared with one and two years ago. Production of loaves and loaf products under federal inspection during the first five months of the packer fiscal years 1939, 1938 and 1937:

	1939, lbs.	1938, lbs.	1937, lbs.
November, 1938	9,357,118	9,614,703	9,679,540
December	8,032,194	8,120,229	8,769,955
January, 1939	8,375,348	7,800,043	8,687,000
February	6,961,454	6,679,673	7,285,000
March	7,459,995	7,129,267	7,705,958

FORM OF OVERTIME PAY

Employers must recompense their employes for overtime work (under provisions of the federal wage-hour act) in cash rather than in time off, according to a recent ruling by Elmer F. Andrews, wage-hour administrator. The ruling was issued to correct an earlier statement that compensation could be in the form of time-and-one-half off. The administrator said that the act calls for payment in money within a reasonable time after it has been earned.

PACKERS ARE MODERNIZING

Packing plant of the Shamokin Beef Co., Shamokin, Pa., has been transferred to larger and more modern quarters. The new plant is equipped with the latest in meat processing and refrigerating equipment



Floor and suspended types in all sizes

Let's Talk Delivery Costs of Refrigerated Trucks!

Refrigeration is one of the big items, isn't it? But the cost can be lowered and the way to do it is to install an

Air Induction Ice Bunker

The three outstanding features of the Air Induction Ice Bunker are Low Purchase Price, Low Operating Cost, Low Temperature.

Natural ice has never been improved upon as a refrigerant. And natural ice, combined with the newly applied and patented **AIR INDUCTION THEORY**, guarantees for you a product delivered in A-1 condition, fresh from a truck conditioned with fresh, sweet, moist, cold air.

A few territories still available. Inquire

**AIR INDUCTION
ICE BUNKER CORPORATION**
68 HUDSON ST., HOBOKEN, NEW JERSEY



The
**Insulation
of To-day**

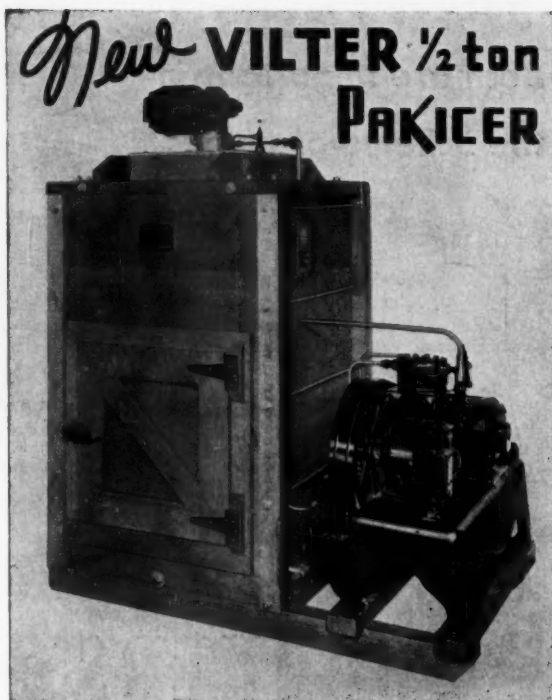
FOR THE REFRIGERATION LOADS OF TO-MORROW

Modern use of refrigeration places a new burden on insulation. UNITED'S B. B. (Block Baked) Corkboard Insulation meets the need for lower temperatures, more even maintenance of temperatures, and longer periods of storage. For "Block Baking" assures increased resistance to moisture, greater structural strength, flexibility, and a maximum insulation efficiency.

UNITED CORK COMPANIES KEARNY, NEW JERSEY

Manufacturers and Erectors of Cork Insulation
SALES OFFICES AND WAREHOUSES

Albany, N. Y.	Cincinnati, Ohio	Milwaukee, Wis.	Pittsburgh, Pa.
Baltimore, Md.	Cleveland, Ohio	New Orleans, La.	Rock Island, Ill.
Boston, Mass.	Hartford, Conn.	New York, N. Y.	St. Louis, Mo.
Buffalo, N. Y.	Indianapolis, Ind.	Philadelphia, Pa.	Waterville, Me.
Chicago, Ill.			



You spend TOO MUCH for Ice . . . unless you have a VILTER Pakicer

Many leading Provision and Meat Packing Plants who use Pakicer have paid for their Vilter Pakicers in less than two years out of actual Savings over previous Ice Costs . . . and after that, the saving is just clear Profit.

Vilter crystalform PakIce provides many unusual advantages in the Meat Industry. It's easier to handle, and requires no crushing. Sausage makers find it ideal as a cooling medium for mixing with meat in the chopper. Soft as snow, in tiny uniform crystals, it has no hard particles to damage the knives.

Actual PakIce Savings in your plant can be determined very easily—from a knowledge of your present water, power, and ice costs. Just fill in the coupon for all details—at no obligation to you.

There's a Vilter Pakicer for every need—in units of 1/2-ton, 1-ton, 2 1/2-tons, 5-tons and up to 30-tons capacity.



THE VILTER MFG. COMPANY
2118 S. First St. Milwaukee, Wis.

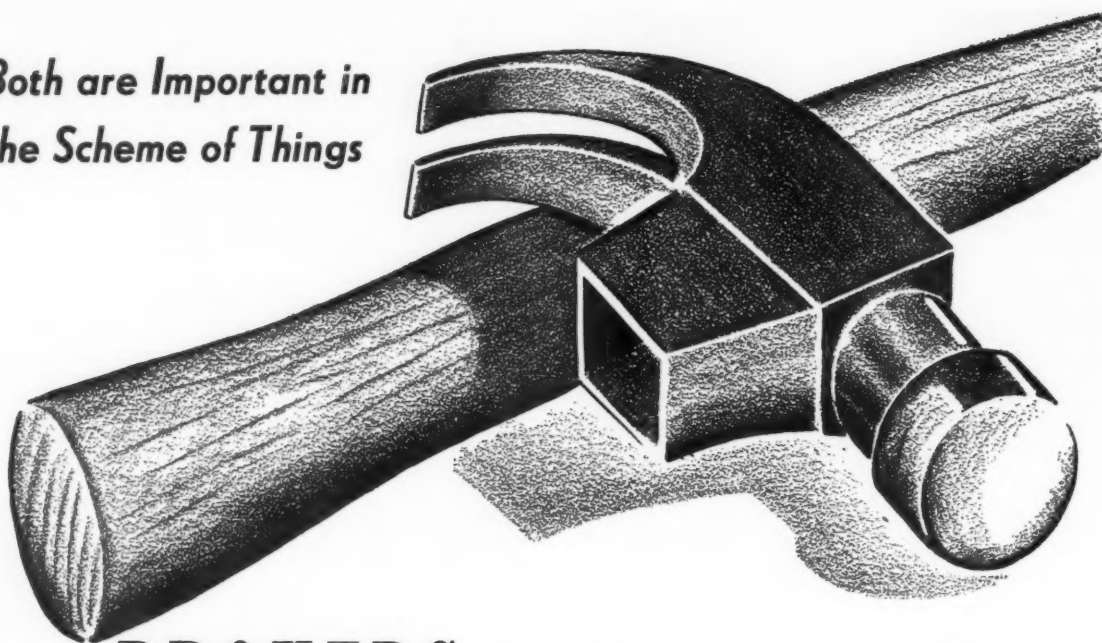
THE VILTER MFG. COMPANY
2118 S. First Street, Milwaukee, Wisconsin

Send us more details on Savings with Vilter Pakicers to fit the following conditions:

Amount of Ice used Daily _____, Annually _____
Water: Temperature _____, Cost _____
Power: Volts _____, Ph. _____, Cycle _____
Cost per K. W. H. _____
Present cost of Ice per ton _____

Name _____
Address _____
City _____ State _____

*Both are Important in
the Scheme of Things*



BROKERS PLAY A BIG PART IN THE INDUSTRY'S TRADING

Through knowledge of available outlets for meat packinghouse by-products, vegetable oils and similar commodities and up-to-the-minute information on market trends, the broker places at the disposal of the Meat Packing and Allied Industries a service of proven economy, efficiency and satisfaction.

The broker provides a clearing-house of information on buying and selling conditions throughout the industry. The extent of broker contacts and operations carries with it the as-

surance to the Meat Packer or By-Product Manufacturer that whatever his needs they will be promptly and intelligently filled, supply and demand permitting.

The broker is more than a sales agent, he is a counsellor and you can depend upon him to advise you honestly, serve you faithfully and assist you conscientiously.

These leading Chicago brokers would welcome an opportunity to discuss your needs with you.

INTEGRITY

KNOWLEDGE

EXPERIENCE

The Davidson Commission Co.
Packinghouse By-Products
327 S. LaSalle St., Chicago

Daniel J. Gallagher
Provisions—Beef
327 S. LaSalle St., Chicago

John W. Hall, Inc.
Packinghouse By-Products
327 S. LaSalle St., Chicago

Hess-Stephenson Co.
Provisions—Beef
327 S. LaSalle St., Chicago

E. G. James Company
Provisions—Beef—By-Products
332 S. LaSalle St., Chicago

Lacy Lee, Inc.
Provisions
141 W. Jackson Blvd., Chicago

Odell & Whitting
Provisions
327 S. LaSalle St., Chicago

Roesling, Monroe & Co.
Vegetable Oils
327 S. LaSalle St., Chicago

Snow Brokerage Co., Inc.
By-Products—Vegetable Oils
221 N. LaSalle St., Chicago

Sterne & Son Co.
By-Products—Vegetable Oils
332 S. LaSalle St., Chicago

Sunderland & De Ford
Provisions—Beef
327 S. LaSalle St., Chicago

J. C. Wood & Company
Provisions—Beef
By-Products—Vegetable Oils
141 W. Jackson Blvd., Chicago

Zimmerman Alderson Carr Company
Tallow—Grease—Vegetable Oils
105 W. Adams St., Chicago

Provisions and Lard

WEEKLY MARKET REVIEW

Pork and Lard Markets

LARD futures made a fair advance in the Chicago market this week, showing the first sustained strength in some time, and closed on Thursday at 17½¢ @ 20 points over the preceding Friday.

Values moved higher last weekend on active commission house demand, but weakened Monday as trade offerings expanded on heavier hog receipts. There was some transferring from May into September and October. Lard advanced Tuesday with strength in grains and short covering. Offerings of loose lard were reported rather tight. There was a further advance Wednesday which was partially offset by trade offerings and liquidation in May. The market was active Thursday, showing a firm undertone. Short covering and buying by commission houses on firmness in oil and wheat about offset bearish hog news.

Fair cash demand was reported for lard this week. On Thursday, cash lard was quoted at 6.65 nominal; loose, 6.00, and refined in tierces, 8c.

Demand was fairly good in the New York market. Prime western was quoted at 7.05¢@7.5c; middle western, 6.90¢@7.05c; New York City in tierces, 6½¢, tubs, 6¢@7c; refined continent, 7¢@7½c; South America 7½¢@7¾c; Brazil kegs, 7¼¢@7½c; shortening in carlots, 8¼c, and smaller lots, 9c.

Hogs

Hog market at Chicago was steady to a little lower this week with receipts for the first four days about 3,500 head above last week. High top of \$7.15 was paid on Friday, Monday and Wednesday, with a low of \$7.10 on Tuesday and Thursday. Prices of light and medium weight butchers on Thursday were 5¢@10¢ under the preceding Friday but poorer quality heavy butchers were down 15¢ and good packers off 25¢. Average weight was pretty close to 260 lbs.

EXPORTS

Volume of lard exports has been rather small during the past two weeks. North American lard exports for the week ended April 22 totaled 2,763,000 lbs. and ham and bacon shipments were 4,311,000 lbs. On Thursday at Liverpool, spot lard was 37s 3d; A. C. hams, 90s, and Canadian A. C. hams, 98s.

CARLOT TRADING

Prices were steady to a shade lower in the carlot market at Chicago this week. Demand for green regular hams was rather light early, but there were more inquiries for light and medium averages later. The 8/10 were off ¼¢ at 16¢ and 10/16 were down ¼¢ at 15½¢, while 18/20 and 16/22 were a shade lower. S.P. regulars were un-

changed. There was fairly good demand for light green skinned hams and prices were steady; the 16/18 and 25/30 were ¼¢ and ½¢ lower respectively. S.P. skinned hams were available at the market. There was considerable activity in green picnics with the light and medium averages off ½¢ and the heavies down ¾¢. The 6/8 S.P. picnics moved at 11½¢, or up ¼¢, while balance of list was unchanged.

The market for green bellies was very quiet and lack of demand gave it an easy tone; the 8/10 moved at 12c, or down ¼¢, and other averages were nominally unchanged. Dry cure bellies were quiet and nominal but good bacon business was reported by some. Demand for D.S. clear bellies was stagnant and the market drifted ¼¢ lower on offerings. Interest in D. S. fat backs revived late this week on reports of better demand in the South and there was fair movement at steady prices.

BARRELED PORK

There were no changes in Chicago quotations on barreled pork this week;

car of 80/100 fat back pork sold at \$11.75, Chicago. At New York, mess was quoted at \$22.87 per barrel and family pork was generally priced at \$17.25 per barrel.

FRESH PORK

Larger hog supply provided ample fresh pork for the rather slow demand at Chicago this week. There was some irregularity in tone late this week, although loin prices were down only about ¼¢ from last Friday. Plenty of fresh Boston were offered with prices down about ½¢ and the market was reported rather spotty.

SAUSAGE MATERIALS

Fresh pork trimmings were easy at Chicago this week on subnormal demand. There was some distress product on the market and fresh regulars were quoted around 7c, or off ½¢ from last week. Special lean trimmings were plentiful and were 1½¢ under last Friday; extra leans were down ¼¢ from last week's quotation.

(See page 37 for later markets.)

MORE PORK AND LARD EXPORTED

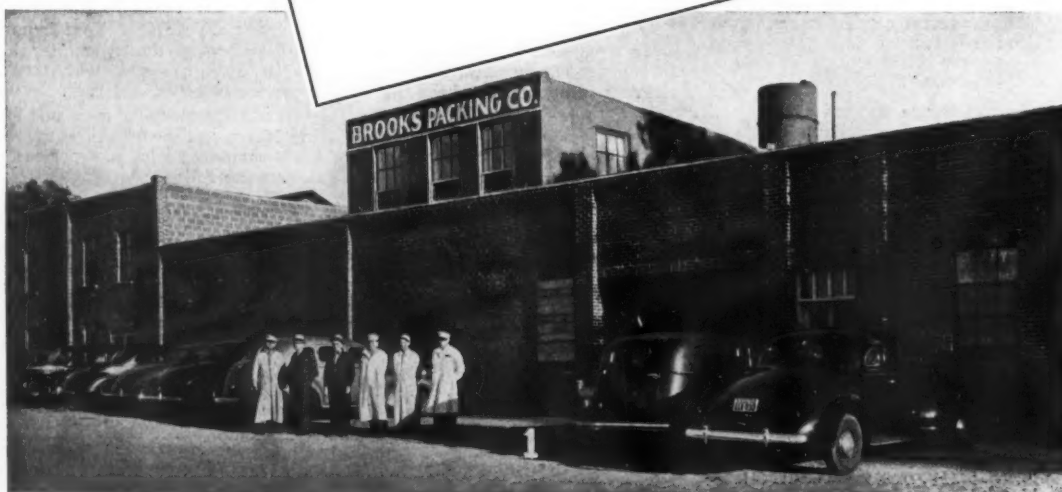
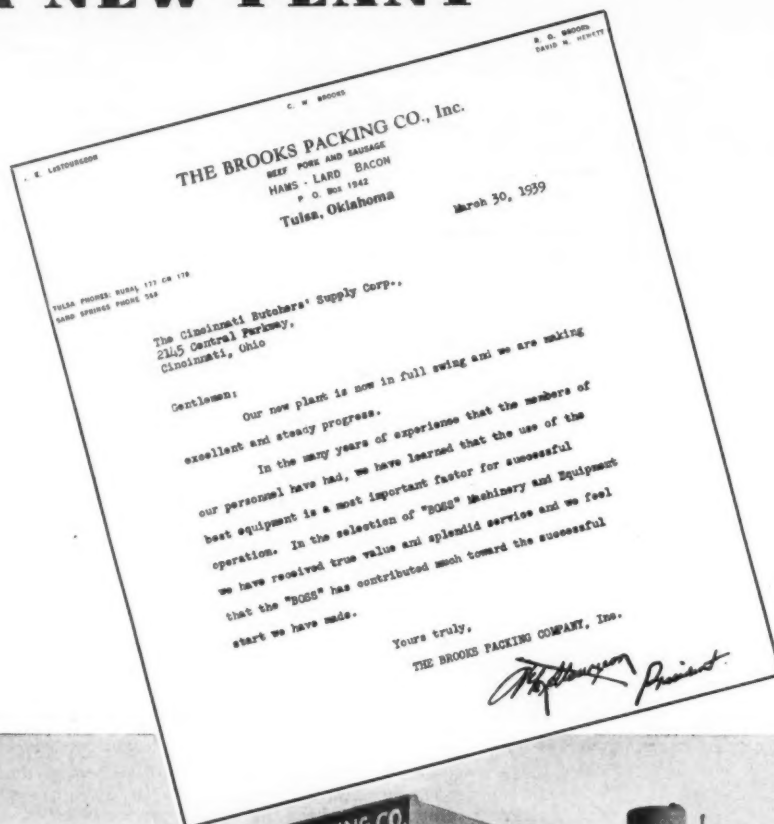
PORK and lard constituted the largest items in American foreign trade in meats and lard during March, 1939, and in the first three months of the calendar year. Pork exports in March were more than double the imports, and volume of lard exported during the month was 6,000,000 lbs. greater than in the

same month a year ago. Beef imports during March were slightly smaller than in March, 1938, the principal item in both periods being canned beef.

Imports and exports of meat and lard during March and the first three months of 1939, compared with like periods of 1938, were as follows:

		IMPORTS.			
		Mar., 1939, lbs.	Mar., 1938, lbs.	3 mos., 1939, lbs.	3 mos., 1938, lbs.
Beef and Veal—					
Beef, fresh	262,555	176,826	600,473	465,642	
Veal, fresh	13,634	7,680	20,813	26,731	
Beef and veal, pickled or cured.....	236,512	113,831	438,203	213,884	
Beef, canned	5,707,062	5,713,809	13,196,119	12,238,205	
Total beef and veal.....	6,219,763	6,012,146	14,255,608	12,944,412	
Pork—					
Pork, fresh	236,750	312,437	491,169	1,722,425	
Hams, shoulders and bacon.....	4,119,573	5,960,477	11,561,730	10,899,175	
Pork, pickled, salted and other.....	293,085	504,338	803,222	1,237,847	
Total pork	4,649,408	6,777,252	12,856,121	13,858,947	
		EXPORTS.			
Beef and Veal—					
Beef and veal, fresh.....	418,313	283,921	1,286,193	805,166	
Beef, cured	457,377	698,414	1,175,235	1,787,870	
Beef, canned	171,695	290,598	532,475	737,229	
Total beef and veal.....	1,047,385	1,272,933	2,993,903	3,330,265	
Pork—					
Fresh and frozen.....	1,492,771	770,778	4,813,901	3,134,730	
Cumberland and Wiltshire sides.....	335,474	2,638	910,500	32,303	
Hams and shoulders.....	6,434,443	5,159,080	14,274,924	10,991,658	
Bacon	681,668	585,846	2,454,446	2,035,431	
Pickled	1,012,059	1,366,462	2,435,505	3,118,829	
Canned	907,102	979,195	2,663,722	2,648,662	
Total pork	10,864,417	8,863,999	27,552,908	21,961,613	
Lard—	22,157,416	16,047,087	75,161,292	62,784,550	
Sausage—					
Sausage	303,085	238,404	764,308	592,917	
Sausage ingredients	142,974	103,519	309,540	325,483	

A NEW PLANT



"BOSS-EQUIPPED" for Best Of Satisfactory Service



The Cincinnati Butchers' Supply Corporation

824 Exchange Ave., U. S. Yards,
 Chicago, Ill.

Mfr. "BOSS" Machines for Killing,
 Sausage Making, Rendering

FACTORY:
 1972-2008 Central Ave.
 Cincinnati, Ohio

GENERAL OFFICE: 2145 Central Parkway, Cincinnati, Ohio

Hog Cut-Out Results

BOTH light and medium butchers cut out at a profit this week, the second consecutive week for the lights, while the loss on the 260-@300-lb. butchers was reduced to 18c a cwt. from 25c last week. The cutting profit shown by the test for 180-@220-lb. butchers was 12c per cwt. compared with 2c last week, and the profit on 220-@260-lb. hogs was 5c a cwt. against a loss of 8c for the like four-day period a week earlier.

Adjustment of hog prices to conform more closely to product values brought about the improvement in cut-out results. While value of product from light and medium hogs was about steady with last week, the total cost of hogs per cwt. alive declined 10c for the 200-@220-lb. and 14c for medium weight butchers. A greater decline in the price of heavy butchers offset a reduction in the value of product from this grade. Green meats were steady to a little lower at Chicago this week in carlot trading and the fresh pork market.

While Chicago hog prices were fairly steady during the first four days of the week, showing some easiness toward the close of the period, they were somewhat lower than in the comparable period a week ago. During the first four days of the week Chicago received 64,600 hogs compared with 61,073 a week ago and 58,052 a year ago.

The test is worked out on the basis

of Chicago costs and selling prices with representative costs and credits. Packers should apply their own costs and selling prices in their tests.

MEAT INSPECTED IN MARCH

Meat and meat food products prepared under federal inspection during March, 1939:

	Mar., 1939, lbs.
Meat placed in cure:	
Beef	8,395,543
Pork	205,780,603
Smoked and/or dried meat:	
Beef	4,301,574
Pork	134,891,283
Bacon sliced	20,793,982
Sausage:	
Fresh finished	10,147,990
Smoked and/or cooked	42,427,408
Dried or semi-dried	8,588,472
Meat loaves, head-cheese, chili con carne, jellied products, etc.	7,459,905
Cooked meat:	
Beef	676,238
Pork	16,201,808
Canned meat and meat products:	
Beef	6,357,339
Pork	15,784,076
Sausage	2,989,819
Soup	26,020,117
All other	7,037,009
Lard:	
Rendered	96,137,420
Refined	71,921,992
Olco stock	10,744,566
Edible tallow	7,458,146
Compound containing animal fat	34,538,297
Oleomargarine containing animal fat	3,977,084
Miscellaneous	1,495,690

MEAT TRADE IN MARCH

Expansion of meat industry production in March to a point above March, 1938 and the 1929-38 average for the month, was also reflected in a 2½ per cent increase in hours worked and a similar rise in wage payments to employees over February, 1939 and March last year. Tonnage sales were in excess of production and dollar sales were about the same as in February. March exports of packinghouse products were smaller than in February, partly due to a decrease in lard shipments to the United Kingdom. Movement was also restricted by unsettlement in exchange. Cuban and Puerto Rican trade was about at the February level.

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended April 22, 1939, were:

	Week Apr. 22	Previous Week	Same Time '38
Cured Meats, lbs.	13,244,000	11,972,000	15,051,000
Fresh Meats, lbs.	41,061,000	53,460,000	47,758,000
Lard, lbs.	2,385,000	3,438,000	2,099,000

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of April 22, 1939, totaled 1,033,150 lbs.; tallow, none; greases 363,000 lbs.; stearine, none.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams	14.00	14.9	\$ 2.09	13.70	14.8	\$ 2.03	13.50	14.3	\$ 1.93
Picnics	5.60	10.9	.61	5.40	10.7	.58	5.10	10.4	.53
Boston butts	4.00	12.5	.50	4.00	12.3	.49	4.00	12.1	.48
Loins (blade in)	9.80	16.1	1.58	9.60	15.1	1.45	9.10	14.3	1.30
Bellies, S. P.	11.00	11.8	1.30	9.70	11.5	1.12	3.10	9.8	.30
Bellies, D. S.				2.00	7.5	.15	9.90	7.3	.72
Fat backs	1.00	4.1	.04	3.00	4.2	.13	5.00	4.5	.23
Plates and jowls	2.50	5.0	.13	3.00	5.0	.15	3.30	5.0	.17
Raw leaf	2.10	5.5	.12	2.20	5.5	.12	2.10	5.5	.12
P. S. lard, rend, wt.	12.40	5.9	.73	11.50	5.9	.68	10.20	5.9	.60
Spareribs	1.60	9.8	.17	1.60	9.7	.16	1.50	9.6	.15
Trimnings	3.00	6.9	.21	2.80	6.9	.19	2.70	6.9	.19
Feet, tails, neckbones	2.00		.09	2.00		.09	2.00		.09
Offal and misc. ....			.30			.30			.30
TOTAL YIELD AND VALUE			\$ 7.87	70.50		\$ 7.64	71.50		\$ 7.11
Cost of hogs per cwt.		\$ 7.06			\$ 7.00			\$ 6.77	
Condemnation loss .....		.04			.04			.04	
Handling & overhead .....		.65			.55			.48	
TOTAL COST PER CWT ALIVE		\$ 7.75			\$ 7.59			\$ 7.29	
TOTAL VALUE		7.87			7.64			7.11	
Loss per cwt. ....								.18	
Loss per hog .....								.50	
Profit per cwt. ....		.12			.05				
Profit per hog .....		.24			.12				

PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada.

To	Week ended Apr. 22, 1939.	Week ended Apr. 25, 1939.	From Nov. 1, 1938 to Apr. 22, 1939.
PORK.			
United Kingdom	bbis.	bbis.	bbis.
Continent			210
Total			64
BACON AND HAM.			
	M lbs.	M lbs.	M lbs.
United Kingdom	4,299	3,275	97,710
Continent		25	4,623
West Indies	16	27	124
B. N. A. Colonies	7		60
Other Countries			6
Total	4,312	3,327	102,523
LARD.			
	M lbs.	M lbs.	M lbs.
United Kingdom	2,680	1,839	79,647
Continent	79	70	3,919
8th. and Ctl. America			5,708
West Indies	4	14	2,373
B. N. A. Colonies			74
Other Countries			167
Total	2,764	1,923	91,888
TOTAL EXPORTS BY PORTS.			
	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
From			
New York	619		1,033
Boston	3		14
Philadelphia			14
W. St. Johns	2,024		1,531
Halifax	1,668		186
Total Week	4,312		2,764
Previous Week	102,523		1,865
2 weeks ago	2,613		3,892
Cor. week 1938	3,327		1,923

SUMMARY NOV. 1, 1938 TO APRIL 22, 1939.

	1938-1939.	1937-1938.
Pork, M lbs.	55	25
Bacon and Hams, M lbs.	98,616	98,616
Lard, M lbs.	91,888	89,924

MEAT IMPORTS AT NEW YORK

Imports for week ended April 21:

Point of origin.	Commodity.	Amount, lbs.
Argentina—Canned corned beef		27,900
Australia—Fresh frozen calf livers		4,522
Brazil—Canned corned beef		135,000
Canada—Fresh chilled pork cuts		60
—Fresh chilled calf livers		180
—Fresh chilled veal livers		300
—Smoked sausage		480
—Smoked bacon		2,299
—Beef ribs		4,326
—Bacon		51
—Fresh pork hams		7,622
—Fresh pork shoulders		4,185
—Fresh pork bellies		499
—Fresh pork sausage		50
—Calf livers		480
Denmark—Cooked ham in tins		12,342
England—Meat paste in jars		552
—Beef extract in tins		4,149
France—Liverpaste in tins		799
Germany—Cooked ham in tins		9,972
—Smoked ham		2,731
—Smoked sausage		1,569
Latvia—Cooked ham in tins		25,517
—Cooked picnics in tins		11,198
Poland—Smoked bacon		9,543
—D. S. butts.		1,350
—Cooked ham in tins		713,550
—Cooked pork butts in tins		7,920
—Cooked shoulders in tins		17,405
—Cooked picnics in tins		109,787
—Cooked pork loins in tins		13,932
—Luncheon meat in tins		5,940
Sweden—Cooked veal sausage		664
Uruguay—Canned corned beef		18,000

WATCH YOUR GREASE TANK

Does your grease tank get items from your offal room that should go to the lard tank? Give your foreman a copy of "PORK PACKING," The National Provisioner's pork plant book.

Chicago Provision Markets

CASH PRICES

Based on actual carlot trading Thursday, April 27, 1939.

REGULAR HAMS.		
	Green.	*S. P.
8-10	16	17 1/2
10-12	15 1/2	16 1/2
12-14	15 1/2	16
14-16	15 1/2	15 1/2
16-18 Range	15 1/2	
BOILING HAMS.		
	Green.	*S. P.
16-18	15	15 1/2
18-20	14 1/2 @ 14 1/4	15 1/2
20-22	14 1/2	15 1/2
22-24	14 1/2	15 1/2
24-26 Range	14 1/2	
26-28 Range	14 1/2 @ 14 1/4	
SKINNED HAMS.		
	Green.	*S. P.
10-12	17	18
12-14	16 1/2	17 1/2
14-16	16 1/2	16 1/2
16-18	15 1/2	16 1/2
18-20	14 1/2	15 1/2
20-22	14 1/2	15 1/2
22-24	14	15 1/2
24-26	13 1/2	15 1/2
26-28	12 1/2	14 1/2
28-30	12 1/2	14 1/2
25/up. No. 2's Inc.	12	
PICNICS.		
	Green.	*S. P.
4-6	11 1/2 @ 11 1/2	12 1/2
6-8	11	11 1/2
8-10	9 1/2	11 1/2
10-12	9 1/2	10 1/2
12-14	9 1/2	10 1/2
8/up. No. 2's Inc.	9 1/2 @ 9 1/2	

CHEVROLET TRUCKS



UNBEATABLE FOR DEPENDABILITY AND ECONOMY!

There is every reason in the world why you should now benefit by what Chevrolet has to offer in the way of better trucks, greater truck economy, and wide range of models covering every possible truck requirement.

Because, in 1939 Chevrolet is in a better position to meet your hauling needs—whatever they are—than at any other time in Chevrolet

history. All the way from smart, speedy delivery trucks to massive heavy-duty units of 14,000 pounds gross rating, Chevrolet offers 45 models . . . eight different wheelbases . . . and an amazing variety of factory-built bodies.

This is a good time to take advantage of Chevrolet dependability and economy—qualities which have made Chevrolet the nation's largest builder of trucks.

CHEVROLET MOTOR DIVISION, General Motors Sales Corporation, DETROIT, MICHIGAN
General Motors Instalment Plan—convenient, economical monthly payments. A General Motors Value.



**MASSIVE NEW SUPREMLINE TRUCK STYLING . . . COUPE-TYPE CABS . . . VASTLY IMPROVED VISIBILITY •
FAMOUS VALVE-IN-HEAD TRUCK ENGINE • POWERFUL HYDRAULIC TRUCK BRAKES (Vacuum-Power
Brake Equipment optional on Heavy Duty models at additional cost) • FULL-FLOATING REAR AXLE on
Heavy Duty models only (2-Speed Axle optional on Heavy Duty models at additional cost)**

"over 10 years

of reliable
service
without repairs
of any kind??

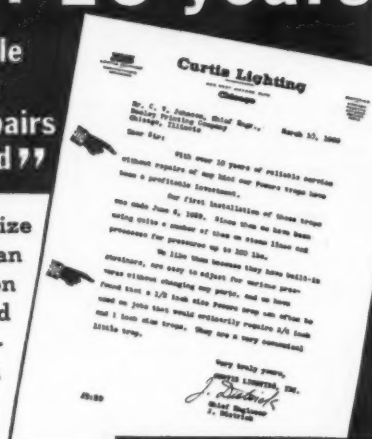
"a 1/2-inch size
Powers trap can
often be used on
jobs that would
ordinarily re-
quire 3/4-inch
and 1-inch
traps?"

Reduce Repairs, Trouble and Expense

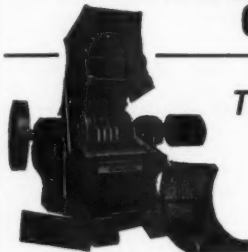
Use **POWERS TRAPS**

Phone or write our nearest office
for a trap to test for 90 days. **THE
POWERS REGULATOR COMPANY,**
2725 Greenview Ave., CHICAGO.
Offices in 47 Cities.

Test a **POWERS** Trap
for 90 days **FREE!**



There Is A "WILLIAMS" Mill For ... Every By-Product— Grinding Job



The WILLIAMS "AK"

No grinder made equals the "AK" for grinding meat scrap, cracklings, tankage and similar products. Not only will it grind high grease content material to 8, 10 and 12 mesh fineness, but it also does so with less power and keeps the material cooler than by any other method. The chisel edge hammers cut through and grind with less effort and have no trailing edge to rub, heat by friction and cause the grease to flow.

Nine sizes of the "AK" grinder are available for every by-product grinding job.

- FEATURES INCLUDE**
- RENEWABLE GRINDING PLATE
 - ANTI-DULLING DISCS
 - CHISEL EDGE HAMMERS
 - QUICK CHANGE SCREENS
 - HINGED COVER
 - GREASY CRACKLINGS DO NOT CLOG

Write for Bulletins Today

THE WILLIAMS PATENT CRUSHER & PULVERIZER CO.
2708 North Ninth St. - ST. LOUIS, MO.
Sales Agencies in All Principal Cities Including

CHICAGO
37 W. Van Buren

NEW YORK
15 Park Row

SAN FRANCISCO
326 Rialto Bldg.



WILLIAMS
PATENT CRUSHERS GRINDERS SHREDDER

Dinner Planner Drives

(Continued from page 15.)

When the packer shows a housewife at the point-of-sale what to have for dinner today—then the dealer's cash register and the telephones in the packer's order department will jingle simultaneously.

Will the dealer cooperate? The plan takes care of that, too. The cards have a space for writing in the various dinner items and prices. If the dealer can be shown that, by displaying the dinner items on the meat counter, he can sell the whole meal instead of just the meat—then the packer will have earned the dealer's cooperation by increased sales.

PACKER REACTION SURVEYED

A number of participating packers have already commented on the "Dinner Planner" departure in meat merchandising in a survey made by **THE NATIONAL PROVISIONER**.

Kuhner Packing Co., Muncie, Ind., reports "believe plan an excellent merchandising idea." Jacob Forst Packing Co., Kingston, N. Y., is "giving it a good push this month." Longino and Collins, New Orleans, La., finds "entire plan acceptable to dealers and will produce results when placed."

Board of directors of Drummond Packing Co., Eau Claire, Wis., was "present at a banquet on April 22 to

endorse program to entire sales force."

Louisville Provision Co., Louisville, Ky., reports "our investigations show retailer extremely interested in this sort of advertising, since it really helps him answer question put to him many times a day." East Tennessee Packing Co., Knoxville, Tenn., calls it "a step forward in cooperative dealer advertising and should produce good results."

Lake Erie Provision Co., Cleveland, O., comments: "This plan in the hands of progressive retail dealer should definitely result in increased sales." Schmidt Provision Co., Toledo, O., believes there is "increasing demand for educational and merchandising ideas such as the 'Dinner Planner.'"

Stedman

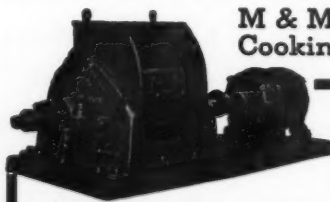
2-STAGE
HAMMER MILLS



for **REDUCING PACKING HOUSE BY-PRODUCTS**

Cut Grinding Costs—insure more uniform grinding—reduce power consumption and maintenance expense—provide instant accessibility. Stedman's extreme sectional construction saves cleaning time. Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 lbs. per hr. Write for catalog No. 302.

STEDMAN'S FOUNDRY & MACHINE WORKS
504 INDIANA AVE., AURORA, INDIANA, U. S. A.



M & M HOG Reduces Cooking Time 1/3 to 1/2!

SAVES STEAM, POWER, LABOR

CUTS RENDERING COSTS—Grinds fats, bones, carcasses, viscera, etc.—all with equal facility. Reduces everything to uniform fineness. Ground product gives up fat and

moisture content readily. Low operating cost. Big Savings! Increases melter capacity. Sizes and types to meet every requirement. Write for Bulletins.

MITTS & MERRILL
Builders of Machinery Since 1884
1001-51 S. Water St., Saginaw, Mich.

Tallows and Greases

WEEKLY MARKET REVIEW

TALLOW.—The New York tallow market was moderately active at steady prices during the past week. Offerings were limited and producers maintained their ideas; possibly up to 500,000 lbs. changed hands with soapers paying 5½c, delivered, for extra, or unchanged from the previous week.

Producers were not anxious to extend their forward sales for the time being and some were withdrawn as sellers. There was some increase in buying interest for May delivery, and this coupled with an improved tone in lard and steadiness in greases, created a steadier atmosphere in tallow. However, buyers were not inclined to pay up at the moment.

At New York, special was quoted at 5½c nominal; extra, 5½c, delivered, and edible, 5½c nominal.

Foreign tallow offerings at New York were too high to attract any attention.

The tallow futures market at New York was quiet but steady during the week. Prices gained 5 points with May at 5.30@5.45 and July at 5.40@5.55.

There was no London tallow auction this week. Argentine tallow was still unquoted at Liverpool, while Australian good mixed tallow eased 3d to 16s3d.

Tallows were steady to firm in the Chicago market this week; offerings were slim and strongly held. Prime was salable last weekend at 5½c, Cincinnati, for May-June, and special at 5½c. Bid of 5½c for prime, April-May, was reported early this week. Tank of No. 1 tallow was reported sold at 5½c, Cincinnati, May delivery. Tank of fancy was reported at 5½c, Chicago, with some feeling that prime would bring same price. Prime sold Thursday at 5½c, Chicago, May shipment, and tank of very good No. 1 was reported at 5½c, Cincinnati. Buyers bid 5½c, Cincinnati, for special. Chicago quotations, loose basis, on Thursday were as follows:

Edible tallow	5½c @ 5½c
Fancy tallow	@ 5½c
Prime packers	5½c @ 5½c
Special tallow	5½c @ 5½c
No. 1 tallow	5½c @ 5½c

STEARINE.—The stearine market was quiet and steady at New York during the past week. Oleo last traded at 5½c and was quoted at that level.

The Chicago market was quiet and barely steady with prime oleo quoted at 5½c @ 6c, or ½ to ¼c under last week.

OLEO OIL.—Demand continued quiet and the market was steady at New York, although prices covered wide ranges. Extra was quoted at 7½c @ 8½c; prime, 7½c @ 8½c, and lower grades, 7½c @ 7½c.

Steady but quiet conditions prevailed in the Chicago market. Extra was unchanged at 7½c and prime in tierces was 7½c.

LARD OIL.—Trade was rather dull

and the market was steady and unchanged at New York. No. 1 was quoted at 8½c; No. 2, 8½c; extra, 9c; extra No. 1, 8½c; extra winter strained, 9½c; prime burning, 9½c, and inedible, 9½c.

(See page 37 for later markets.)

NEATSFOOT OIL.—Demand was rather slow at New York but prices remained steady. Cold test was quoted at 15½c; extra, 9½c; extra No. 1, 8½c; pure, 12c, and prime, 9½c.

GREASES.—Better demand from larger consumers and a slightly firmer trend were features in the grease market at New York during the past week. Soapers appeared to be ready buyers of yellow and house at the 5c level, or ½c over the previous week. Producers displayed a little more willingness to trade at 5c, but were not offering freely and, in some cases, were inclined to hold for 5½c to 5½c. Steadiness in tallow, lard and other commodities appeared to have improved sentiment in the grease market.

At New York, yellow and house was quoted at 5@5½c; choice white, 5½c, and brown, 4½c @ 4½c.

There were persistent rumors at mid-week of business in yellow and house grease at 5½c; confirmation was lacking, but leading producers indicated that nothing was available under that figure.

The Chicago grease market was steady to firm this week. Couple tanks of choice white moved last weekend at 5½c, Chicago, May delivery, and tank of off-yellow was reported Monday at 4½c, Chicago. Good brown grease drew bids of 4½c, Chicago. Tank of white grease sold Tuesday at 5½c, Cincinnati, and couple tanks good yellow moved at shade over 5c, Southeast point. Offerings of white grease were rather tight. Sale of white grease on Thursday at 5½c, Chicago, and couple tanks later at 5½c, May delivery. Fair quantity of yellow grease sold at 4½c, Chicago. Chicago quotations on Thursday were:

Choice white grease	@ 5½c
A-white grease	@ 5½c
B-white	@ 5c
Yellow grease, 10-15 f.f.a.	@ 4½c
Yellow grease, 15-20 f.f.a.	@ 4½c
Brown grease	4½c @ 4½c

BY-PRODUCTS MARKETS

Chicago, April 27, 1939.

Market generally quiet with prices unchanged to moderately lower. Cracking market remains firm with no significant price changes reported.

Blood.

Blood market quiet with little change from last week's prices.

	Unit
Ammonia	
Unground	\$3.00 @ \$3.10

Digester Feed Tankage Materials.

Feeding tankage market prices unchanged to slightly lower. Sales reported within range below on 11-12% tankage.

Unground, 11 to 12% ammonia	\$3.50 @ 3.65 & 10c
Unground, 6 to 10%, choice	3.65 @ 3.85
Liquid stick	@ 2.50

Packinghouse Feeds.

This market firm and strong with quotations unchanged. Supply continues to lag behind demand.

	Carlots, Per ton.
Digester tankage meat meal, 60%	@ 55.00
Meat and bone scraps, 50%	@ 55.00
Blood-meal	@ 62.50
Special steam bone-meal	@ 50.00

Bone Meals (Fertilizer Grades).

This market still well sold up and quotations were unchanged from last week.

	Per ton.
Steam, ground, 3 & 50	\$28.00 @ 28.00
Steam, ground, 2 & 20	28.00 @ 28.00

Fertilizer Materials.

Last week's prices continue to prevail in this market.

	Per ton.
High grd. tankage, ground	\$ 3.25 @ 3.35 & 10c
10@11% am.	@ 20.00
Bone tankage, ungrd., per ton	@ 2.65
Hoof meal	@ 2.65

Dry Rendered Tankage.

Crackling market remains firm; early sales at 90 reported on average quality cracklings. Prices unchanged from last week.

Hard pressed and expeller unground, per unit protein .....	.87½ @ .90
Soft prod. pork, ac. grease and quality, ton	@ 55.00
Soft prod. beef, ac. grease & quality, ton	@ 45.00

Gelatine and Glue Stocks.

Market very quiet with prices at last week's levels.

	Per ton.
Calf trimmings	\$17.00 @ 18.00
Sinews, pizzies	@ 17.00
Cattle jaws, skulls and knuckles	@ 25.00
Hide trimmings	12.00 @ 13.00
Pig skin scraps and trim, per lb., Lcl.	5@5½c

Horns, Bones and Hoofs.

Quiet market with last week's prices prevailing.

	Per ton.
Horns, according to grade	\$35.00 @ 60.00
Cattle hoofs, house run	80.00 @ 82.50
Junk bones	@ 17.00

(Note—foregoing prices are for mixed carloads of unassorted materials.)

Animal Hair.

Animal hair market showing slightly lower tone with prices about stable at last week's figures.

Winter coil dried, per ton	\$27.50 @ 30.00
Summer coil dried, per ton	20.00 @ 22.50
Winter processed, black, lb.	6@6½c
Winter processed, gray, lb.	5@5½c
Cattle switches	1½ @ 2c

Reduce HIDDEN DAMAGE



Here's Real Inside Protection for Your Products

Each year transportation companies pay out staggering sums for losses described as "concealed damage." Each year manufacturers lose even more in customer good-will. How can you reduce hidden damage? Turn over your packaging problem to the H & D Packaging Laboratory, where materials and engineering skill are blended together in the construction of shipping boxes designed to give maximum protection to your products in transit.

The Hinde & Dauch Paper Co.
3931 Decatur Street
SANDUSKY, OHIO
Factories in Principal Cities

Send for FREE Booklet



You'll get plenty of ideas from "Package Engineering." Describes notable successes in field of packaging. Free for asking.

HINDE & DAUCH
SHIPPING BOXES
PROTECT IN TRANSIT

EASTERN FERTILIZER MARKETS

New York, April 26, 1939.

There have been no recent sales of unground feeding tankage and a small quantity of ground fertilizer tankage sold at \$3.25 and 10c, f.o.b. basis New York.

There have been no sales of dried blood here for the past week and the present quotation is \$2.75 per unit of ammonia, f.o.b. New York.

About 800 tons of South American dried blood were sold last week at prices ranging from \$2.60 to \$2.65 per unit c.i.f. Atlantic and Gulf ports.

About 3,000 tons of unground dried menhaden fish scrap were sold last week for delivery, if and when made, at \$3.00 per unit of ammonia and 10c per unit of B.P.L., f.o.b. Fish Factories, Chesapeake Bay, Va.

Spot Japanese sardine meal, No. 1 grade, is offered and sold this week at \$47.00 per net ton, ex-vessel New York, and additional quantities are offered at this price.

FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports, May to June, 1939, inclusive.....	@28.00
Blood, dried, 10% per unit.....	@ 2.75
Unground fish scrap, dried, 11½% ammonia, 15% B. P. L., f.o.b. fish factory.....	3.00 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f., spot.....	@47.50
May shipment.....	@47.00
Fish scrap, acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories.....	2.50 & 50c
Soda nitrate, per net ton: bulk, May to June, 1939, inclusive, ex-vessel Atlantic and Gulf ports.....	@27.00
in 200-lb. bags.....	@28.30
in 100-lb. bags.....	@29.00
Tankage, ground, 10% ammonia, 10% B. P. L., bulk.....	3.20 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk.....	3.50 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@23.50
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.....	@25.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 8.00

Dry Rendered Tankage.

50% protein, unground.....	@82½c
60% protein, unground.....	@85c

TALLOW FUTURE TRADING

MONDAY, APRIL 24, 1939.

	High.	Low.	Close.
April	5.40	5.55	5.40
May	5.30	5.45	5.30
July	5.40	5.55	5.40
August	5.40	5.55	5.40
September	5.50	5.65	5.50

TUESDAY, APRIL 25, 1939.

May	5.30	5.50	5.30
July	5.40	5.50	5.40
August	5.40	5.50	5.40
September	5.45	5.65	5.45

WEDNESDAY, APRIL 26, 1939.

May	5.30	5.45	5.30
August	5.40	5.55	5.40
September	5.50	5.65	5.50

THURSDAY, APRIL 27, 1939.

May	5.30	5.50	5.30
June	5.30	5.50	5.30
July	5.40	5.60	5.40
September	5.45	5.65	5.45
October	5.45	5.65	5.45

FRIDAY, APRIL 28, 1939.

May	5.30	5.50	5.30
July	5.40	5.60	5.40

Brands and Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER. Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARK APPLICATIONS

Mid City Wholesale Grocers, Cicero, Ill.—For dog food. Trade mark: DANNY, in combination with line drawing of head of dog. Claims use since July 1, 1938. Application serial No. 415,050.

Battle Creek Dog Food Co., Battle Creek, Mich.—For dog food. Trade mark: KIBBLES. Claims use since February, 1931. Application serial No. 403,032.

Tobin Packing Co., Inc., Fort Dodge, Ia.—For cooked ham. Trade mark: BICZYJA. Claims use since October 5, 1938. Application serial No. 414,804.

Keeno Packing Co., doing business as Aristocrat Packing Co., South Gate, Calif.—For canned dog and cat food. Trade mark: ARISTOCRAT. Claims use since July, 1937. Application serial No. 415,895.

Interstate Cotton Oil Refining Co., Sherman, Tex.—For vegetable oil shortening. Trade mark: KER-BA. Claims use since December 15, 1938. Application serial No. 415,000.

Le Roy Goff, 2nd, Ardmore, Pa.—For canned food for dogs and cats. Trade mark: WHITE LABEL. Claims use since February 18, 1938. Application serial No. 415,550.

FOOD-DRUG ACT HANDBOOK

Packers manufacturing dog food, vegetable shortenings and animal feeds, or handling or processing any of the other food products which come under the new federal food, drug and cosmetic act, will be interested in a compilation by the Container Corporation of America of the law and the regulations issued by the Secretary of Agriculture.

Regulations are given in full and marginal notes by each make it easy to refer to specific points. There is also a list of the exempted foods announced by the Secretary and a summary of information which must be declared on labels under the law.

The volume contains a questionnaire relating to misbranding problems under the act. Systematic use of this questionnaire will be helpful in enabling the manufacturer of packaged products to determine whether or not his labeling material is prepared in compliance with the act. The book is helpfully indexed.

The Container Corporation of America will supply interested processors with these books until the edition is exhausted.

Vegetable Oils

WEEKLY MARKET REVIEW

COTTONSEED oil futures at New York moved forward and back in more active trade during the past week. The trend was slightly higher as the result of buying and covering brought on by a better tone in allied markets and some other commodities.

Hedge selling made its appearance in a moderate way around the 7c level for the distant months, but the bulk of the trade was May liquidation prior to first notice day on Thursday, and switching of May to later deliveries by speculative longs at slightly wider discounts for the May.

There was evidence of some new buying in May oil, apparently with the intention of taking delivery. Some interests in the trade were apparently satisfied to take hold of the oil at the present discount for the May position. The open interest in the May was considerably reduced by switching operations, but it appears that some tenders will be forthcoming.

Cash Demand Quiet

The market lacked support from the consuming trade as cash oil demand remained very quiet. Consumers have been out of the market for several weeks now, and have reduced their stocks, so that replenishment buying is expected in the near future, particularly if the market should continue to advance.

Crude oil moved upward a little with moderate trade passing in the South. Southeast and Valley crude traded at 5½c, while in Texas crude was quoted at 5½@5¾c. At Dallas, cottonseed meal was quoted at \$29.00 per ton and cottonseed at \$23.00 per ton.

Movements in the security markets were more limited and had less influence upon the trend in cottonseed oil. The most helpful factor of the week was the moderate advance in lard. May lard at Chicago narrowed to around 15 points under May oil. Commission house demand for lard broadened, but packers continued to sell on the bulges.

The new cotton crop is attracting more attention and the weather is being watched more closely. There were no constructive developments in Washington, other than the prospect of a cotton export subsidy.

Cotton planting advanced fairly well in the East and chopping began in Georgia and South Carolina. Crop progress in the lower Valley was only poor to fair, with much planting and replanting to be done. Texas reports indicated that weather and crop progress there were fair.

COCONUT OIL.—There were reports of sales at 3.10c for bulk oil at New York with further offerings at that level. Demand was moderate and tanks

were moved up to 3¼c. The Pacific coast market was 2½c nominal.

CORN OIL.—Small lots were reported to have traded at 5½c, but mills were calling prices 6c nominal.

SOYBEAN OIL.—Nearby resale oil was available at 4½c; buyers bid 4½c and were turned down. Mills were firm on shipment oil at 5c.

PALM OIL.—A fair business developed at New York in Nigre oil and the market was steadier. Shipment was quoted at 3c; 12½ percent, 2½c, and 20 percent, 2.65c. Sumatra oil was 2½c nominal.

PALM KERNEL OIL.—The market was dull and featureless at New York and nominally quoted at 3.30 to 3.40c.

OLIVE OIL FOOTS.—Trade was slow at New York and the market was quoted at 6½c.

PEANUT OIL.—Offerings were light and the market at New York was quoted at 5½@5¾c.

Cottonseed Oil.—Valley and Southeast crude was quoted Wednesday at 5½c paid; Texas, 5½c, nominal at common points, and Dallas, 5½c nominal.

Futures market transactions for the week at New York were as follows:

FRIDAY, APRIL 21, 1939.

	Sales.	—Range.—		—Closing.—	
		High.	Low.	Bid.	Asked.
May	18	667	659	663	666
June	1	687	687	683	nom
July	1	687	687	683	685
Aug.	1	687	687	683	nom
Sept.	37	698	680	694	trad
Oct.	11	699	690	695	696
Nov.	1	699	699	695	nom
Dec.	42	701	697	697	trad

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., April 27, 1939.—Cotton oil futures were up for the week about 10 points, with steadier undertone, notwithstanding liberal May tenders in New York today. Crude was firm at 5½c lb. f.o.b. Valley mills, with offerings light. Bleachable, firm. On account of unseasonably cold nights some replanting of early cotton is necessary in several states. Current consumption exceeds current domestic production of oils and fats as a whole; hence with another light output of cottonseed oil next season long range indications point to higher values.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Texas, April 27, 1939.—Forty-three per cent cottonseed meal, Dallas basis for interstate shipment, \$29.00. Basis prime cottonseed oil 5.62½n bid by location.

SATURDAY, APRIL 22, 1939.

May	24	664	663	661	663
June	1	685	685	681	nom
July	11	685	685	682	684
Aug.	1	685	685	682	nom
Sept.	14	694	693	692	694
Oct.	1	695	695	693	696
Nov.	1	695	695	695	nom
Dec.	17	697	695	695	trad

MONDAY, APRIL 24, 1939.

May	35	663	658	657	658
June	1	685	685	687	nom
July	13	683	680	679	680
Aug.	1	685	685	679	nom
Sept.	20	695	690	689	691
Oct.	8	695	692	690	693
Nov.	1	695	695	690	nom
Dec.	17	697	692	692	trad

TUESDAY, APRIL 25, 1939.

May	93	659	653	657	trad
June	1	685	685	687	nom
July	5	682	676	680	trad
Aug.	1	685	685	679	nom
Sept.	70	695	685	692	691tr
Oct.	4	690	690	694	695
Nov.	1	695	695	694	nom
Dec.	45	696	690	696	698

WEDNESDAY, APRIL 26, 1939.

May	121	666	657	661	trad
June	1	685	685	681	nom
July	8	690	687	688	trad
Aug.	1	685	685	687	nom
Sept.	80	702	693	700	trad
Oct.	74	704	699	702	trad
Nov.	1	704	699	700	nom
Dec.	56	703	697	702	trad

THURSDAY, APRIL 27, 1939.

May	670	656	667	nom
July	685	687	688	bid
September	709	690	701	bid
October	709	701	702	nom
December	711	703	703	nom

(See page 37 for later markets.)

AVOIDING PATENT LOSSES

Executives of meat packing companies should secure detailed information before entering into patent negotiations with inventors. Lack of such information may lead to lost patents and expensive litigation which might have been avoided by adequate preparation. Preoccupied with problems of management, packer executives will find it advantageous to consult a patent specialist when such problems arise.

Examples of the type of information desirable for firms applying for patents are pointed out by H. A. Toulmin, jr., patent attorney, as follows: "Exercise vigilance. Make sure the patent classification is defined in detail—it might affect another class of invention, thus becoming an infringement. Include provisions in your patent purchase arrangement that will permit cancellation; this is your protection against later inventions which might render obsolete your present patent purchase. Be sure the patent contract specifies who is to prosecute patent right trespassers, who is to pay the lawsuits and bring them, and who is to share in the recoveries."

HULL OIL MARKETS

Hull, England, April 27, 1939.—Refined cotton oil, 19s 6d. Egyptian crude was quoted at 17s.

Hides and Skins

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—Trading has been comparatively light so far this week, with a total of about 30,000 hides reported at prices steady with those obtained previous week. The market got away to a late start, the drop in hide futures at the opening of the week having the effect of drying up buying interest in the spot market. With the gradual recovery of the futures, trading in spot hides opened up around mid-week, the bulk of the action being in light cows and credited to trader buying; scattered lots of other descriptions moved to tanners.

At the moment, packers are asking $\frac{1}{4}$ c advance on most descriptions, and such an advance was reported paid late this week in the New York market on a moderate movement of April butt branded and Colorado steers. However, anticipated news from Europe over the week-end is still a factor, and tanner buyers are showing considerable caution.

Native steers last sold at $\frac{9}{4}$ c for Mar.-Apr. and 9c for prior take-off. One lot of 2,900 Mar.-Apr. extreme light native steers sold to tanners at $\frac{9}{4}$ c, and 1,000 Apr. take-off moved at 10c; possibility two more cars same basis.

Last reported trading in butt branded steers in this market was at $\frac{9}{4}$ c previous week for Mar.-Apr. take-off; packers ask $\frac{9}{4}$ c for Apr. and $\frac{9}{4}$ c for prior take-off, and a car Apr. butts was reported in the East at $\frac{9}{4}$ c. Colorados are wanted, with 9c last paid for Mar.-Apr. and $\frac{9}{4}$ c asked here and paid in the East. Heavy Texas steers are quoted on same basis as butt brands, $\frac{9}{4}$ c asked for Apr. One lot of 3,000 Mar.-Apr. light Texas steers sold at $\frac{8}{4}$ c. Extreme light Texas steers quoted 9c last paid for Apr. and $\frac{9}{4}$ c asked.

Heavy native cows were quiet, with 9c nom. quoted for Apr. take-off. Association sold 2,000 Apr. light native cows early at $\frac{9}{4}$ c; one packer sold 5,400 later at $\frac{9}{4}$ c for Apr. and $\frac{9}{4}$ c for Mar.; another packer sold 2,000 Apr. at $\frac{9}{4}$ c and 2,000 Mar. at $\frac{9}{4}$ c, and three or four more cars sold later same basis; one lot of 3,200 Jan. to Apr. sold at $\frac{9}{4}$ c. Branded cows last sold at 9c for Apr. take-off, with $\frac{9}{4}$ c asked.

One lot of 1,200 Apr. native bulls sold at 7c; branded bulls last sold at 6c.

LATER.—Sale 800 heavy Texas steers at $\frac{9}{4}$ c for April and $\frac{9}{4}$ c for Mar.; 2,000 April St. Paul light native cows $\frac{9}{4}$ c. Further trading reported at New York basis $\frac{9}{4}$ c for April butts and $\frac{9}{4}$ c Colorados.

OUTSIDE SMALL PACKER HIDES.—There appears to be very little action in outside small packer stock, with the market on all-weight natives quoted nominally around $\frac{8}{4}$ c, selected, Chgo. freight basis, although doubtful if hides

of current take-off can be bought that basis. Most killers have higher ideas and quote around 9c, although there is no interest at present at that figure.

PACIFIC COAST.—At the close of last week, approximately 8,000 March hides sold in the Coast market at $\frac{1}{4}$ c advance, or $\frac{7}{4}$ c flat for steers and cows, f.o.b. Los Angeles; later the total was increased to about 15,000 hides that basis.

FOREIGN WET SALTED HIDES.—There was a fair movement of standard steers in the South American market this week at steady prices. At the close of last week, 4,000 Sansinenas sold to the United Kingdom at 64 pesos, equal to 10c, c.i.f. New York, following a fractional set-back earlier on a sale of 2,500 Smithfields to Europe at 63 pesos or $\frac{9}{4}$ c. Early this week Europe bought 4,000 LaBlancas, and 3,000 more moved later to Europe, with 4,000 Anglos and 4,000 Corpn. Sansinenas coming to the States, all at 64 pesos or 10c. A pack of 4,000 LaPlatas was reported going to an Argentine tanner also at 64 pesos, or 10c.

COUNTRY HIDES.—There was scattered trading reported in the country market but dealers have been handicapped by the narrow spread between all-weights and tanner selections and the inability to move the heavy hides. Offerings of all-weights are very moderate and in strong hands and held around $\frac{7}{4}$ c, untrimmed, selected, del'd Chgo. Heavy steers and cows are available at $\frac{6}{4}$ c without trading; some quote 6@ $\frac{6}{4}$ c flat nom. Trimmed buff weights are slow but quoted $\frac{7}{4}$ @8c, with top asked. Extremes last sold at $\frac{9}{4}$ c, trimmed, selected, but buyers report some difficulty in locating offerings at 10c. Bulls listed 5@ $\frac{5}{4}$ c. Glues sold untrimmed at 6c and are in demand, with up to $\frac{6}{4}$ c now asked. All-weight branded hides sold at 7c untrimmed, and more wanted.

CALFSKINS.—An advance of $\frac{1}{2}$ c was obtained by packers on their remaining Apr. heavy calfskins $\frac{9}{4}$ /15 lb., while lights under $\frac{9}{4}$ lb. sold at $\frac{1}{4}$ c down from last actual trading price, three weeks back. This widening in spread between lights and heavies is not unusual at this season, due to the larger production of the former. One packer sold 20,000 mostly Apr. northern heavy calf at 18c, including the Cleveland and Harrisburg heavies at the usual premium or 18 $\frac{1}{2}$ c; car River point heavies was reported at 17c. All packers moved a total of about 18,000 Apr. light calf at 16 $\frac{1}{4}$ c, with a few Mar. skins included.

Chicago city 8/10 lb. calfskins sold this week at 13c, or $\frac{1}{4}$ c decline; at least one car was involved, possibly two cars. Bids of 15c were available for the 10/15 lb. with no offerings apparent. Outside cities, 8/15 lb., quoted 13 $\frac{1}{2}$ @14c nom.;

straight countries around 10c nom. Bidding 95c for Chicago city light calf and deacons; none offered.

KIPSKINS.—There has been no action as yet on packer Apr. kipskins; prior take-off is fairly well sold up. One packer sold 3,500 more Jan. to Mar. northern native kips at end of last week at 12 $\frac{1}{2}$ c; southern natives last sold at 12c. Over-weights last moved at 11 $\frac{1}{2}$ c for northern and 11c for southern, and branded kips at 10c.

Chicago city kipskins are quiet and nominal around 11c; production rather small and no offerings reported, some quoting 10 $\frac{1}{2}$ @11c nom. Outside cities around 10c nom.; straight countries 9@9 $\frac{1}{4}$ c flat.

Some action expected shortly on packer Apr. regular slunks; last trading price was 80c for Mar. skins.

HORSEHIDES.—The market in general is quiet, with trading rather difficult; firm prices are asked while buyers show little interest at the asked figures. Good city renderers, with manes and tails, are held at \$3.30@3.40, selected, f.o.b. nearby points; ordinary trimmed renderers quoted \$2.90@3.00 nom., del'd Chgo.; mixed city and country lots \$2.50@2.75 Chgo., according to lot.

SHEEPSKINS.—Dry pelts slow and quoted 12@12 $\frac{1}{2}$ c, del'd Chgo. Most packers report production of shearlings still light, especially No. 3's, with a fair inquiry this week. One packer sold a car at steady figures of 75c for No. 1's and 42 $\frac{1}{2}$ c for No. 2's, and is asking 20c for No. 3's in a small way. Another house reports bids of 60c, 30c and 15c for the three grades, with 75c, 42 $\frac{1}{2}$ c and 20c asked. Sales of outside packer shearlings were reported previous week at 45c, 30c and 15c, running mostly to No. 3's. Pickled skins are quiet, with most local houses well sold up and \$3.25 last paid for Apr. skins; accumulation slow on California skins and not yet offered. Packer wool pelts quoted \$1.80 @1.85 per cwt. live lamb; \$1.00 per cwt. paid for spring lambs.

New York

PACKER HIDES.—Late last week one New York packer sold four or five cars of steers, at $\frac{9}{4}$ c for Apr. natives and butt brands and 9c for Colorados, with a few Dec. native steers at $\frac{9}{4}$ c. Another packer this week sold Apr. butt brands at $\frac{9}{4}$ c and a few Feb. butt brands at $\frac{9}{4}$ c; also Apr. Colorados at 9c. Late this week, 4,000 Apr. hides sold in another direction at $\frac{1}{4}$ c advance, or $\frac{9}{4}$ c for butt brands and $\frac{9}{4}$ c for Colorados. One packer holds Apr. production and couple hold some Jan. forward natives.

CALFSKINS.—Calfskin market appears firm on the heavy end, with lights showing seasonal easiness. No open trading reported by collectors, with 4-5's quoted nominally around 95c, 5-7's, \$1.15, 7-9's \$1.60@1.65, and 9-12's \$2.50. Packer 4-5's quoted around \$1.05, 5-7's \$1.35@1.40, and 7-9's \$1.90; 5,000 packer 9-12's sold late this week at \$2.70, steady price. Car packer 12/17 veal kips sold earlier at \$3.00.

NEW YORK HIDE FUTURES

Saturday, Apr. 22, 1939.—New: June 9.85; Sept. 10.20; Dec. 10.53@10.58; Mar. 10.90 n; 54 lots; unchanged to 5 higher. Old: June 8.95 n; Sept. 9.20 n; no sales; 5 higher.

Monday, Apr. 24, 1939.—New contracts: June 9.63 sale; Sept. 9.95@9.96; Dec. 10.30 b; Mar. 10.64 b; 163 lots; 22@26 lower. Old: June 8.73 n; Sept. 8.98 n; no sales; 22 lower.

Tuesday, Apr. 25, 1939.—New contracts: June 9.66@9.69; Sept. 10.01@10.03; Dec. 10.38 n; Mar. 10.70 n; 139 lots; 3@8 higher. Old: June 8.75 n; Sept. 9.00 n; no sales; 2 higher.

Wednesday, Apr. 26, 1939.—New: June 9.96@10.02; Sept. 10.35@10.36; Dec. 10.68 n; Mar. 10.97@11.01; 246 lots; 27@34 higher. Old: June 9.06 n; Sept. 9.31 n; no sales; 31 higher.

Thursday, Apr. 27, 1939.—New: June 10.11@10.19; Sept. 10.44@10.50; Dec. 10.83; Mar. 11.15 n; 124 lots; 9@18 higher. Old: June 9.21 n; Sept. 9.46 n; no sales; 15 higher.

Friday, Apr. 28, 1939.—New: June 9.90 b; Sept. 10.24; Dec. 10.60; Mar. 10.92 n; 303 lots; closing 21@23 lower. Old: June 9.00 n; Sept. 9.25 n; no sales; closing 21 lower.

CHICAGO HIDE FUTURES

Saturday, Apr. 22, 1939.—Close: June 9.80 n; Sept. 10.23; 1 lot; unchanged to 3 higher.

Monday, Apr. 24, 1939.—Close: June 9.76 ax; Sept. 10.05; 1 lot; 4@18 lower.

Tuesday, Apr. 25, 1939.—Close: June 9.65 ax; Sept. 9.92; 2 lots; 11@13 lower.

Wednesday, Apr. 26, 1939.—Close: June 9.90 b; Sept. 10.30 b; no sales; 25@38 higher.

Thursday, Apr. 27, 1939.—Close: June 9.80 ax; Sept. 10.30 n; no sales; unchanged to 10 lower.

Friday, Apr. 28, 1939.—Close: June 9.80 n; Sept. 10.30 n; no sales; closing unchanged.

BRITISH PROVISION MARKETS

Liverpool, April 27, 1939.—General provision market remains unchanged; fair demand for A.C. hams and for pure lard.

Friday prices were: Hams, American cut, 90s; Canadian hams (A.C.), 98s; bellies, English, 67s; Wiltshires, 67s; Cumberlands, 69s; Canadian Wiltshires, 73s; lard 37s 6d.

LIVERPOOL PROVISION PRICES

Liverpool prices week ended April 14, 1939:

	Apr. 14, 1939. per cwt.	Apr. 7, 1938. per cwt.	Apr. 15, 1938. per cwt.
American green bellies...	\$14.31	\$14.40	\$15.00
Danish Wiltshire sides...	20.27	21.28	23.88
Canadian green sides...	17.16	17.73	20.78
American short cut green hams	10.85	20.17	20.34
American refined lard...	7.57	7.68	11.17

Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions

Hog products were firm the latter part of the week on commission house and professional buying and covering, but packers were persistent sellers. Hog run was liberal and hogs were barely steady, but foreign situation is still disturbing.

Cottonseed Oil

Cotton oil was firmer on general buying and covering; there was ready absorption of 81 May tenders, with considerable transferring of May to later months by longs. Lard firmness is helpful. Cash oil demand quiet; crude firm with Southeast and Valley 5½c lb., sales; Texas 5½c, sales.

Quotations on bleachable cottonseed oil at close of market on Friday were: May 6.71@6.73; July 6.94@6.95; Sept. 7.08; Oct. 7.08@7.09; Dec. 7.09; sales 143 lots. Closing steady.

Tallow

New York extra tallow, 5½c lb., f.o.b.

Stearine

Stearine, 5½c lb.

Friday's Lard Markets

New York, April 28, 1939.—Prices are for export. Lard, prime western, 7.10@7.20c; middle western, 7.00@7.10c; city, 6½c; refined continent, 7¼@7½c; South American, 7¼@7½c, Brazil kegs, 7¼@7½c; shortening, 8½c carlots.

Watch The Markets!

It's just as important to know the market when prices are high as when they are low. It is vital to know the market when prices are fluctuating up or down.

A car of product sold at ¼c under the market costs the seller \$37.50; at ¼c under he loses \$75.00; at ½c under he loses \$150.00; at 1c under he loses \$300.00.

The same is true of BUYERS of carlot product. If they pay over the going market they stand to lose similar amounts.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market prices on each of the full trading days of the week.

For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended April 28, 1939, with comparisons:

	PACKER HIDES.			
	Week ended Apr. 28.	Prev. week.	Cor. week, 1938.	
Hvy. nat. str.	@ 9¼	@ 9¼	@ 9¼	
Hvy. Tex. str.	@ 9½n	9¼ @ 9¼	@ 9¼	
Hvy. butt brnd'd str.	@ 9½n	9¼ @ 9¼	@ 9¼	
Hvy. Col. str.	0	@ 9¼	@ 9	@ 9
Ex-light Tex. str.	0	@ 9¼	@ 9	8¼ @ 8½
Brnd'd cows..	0	@ 9¼	@ 9	8¼ @ 8½
Hvy. nat. cows	@ 9n	8½ @ 9	8	@ 8½
Lt. nat. cows.	@ 9½	9¼ @ 9¼	8½ @ 9	
Nat. bulls	@ 7	@ 7	@ 7½	
Brnd'd bulls..	@ 6	@ 6	@ 6½	
Calfskins	16¼ @ 18	16½ @ 17½	14	@ 16n
Kips, nat.	@ 12¼	@ 12¼	10½ @ 11n	
Kips, ov-wt....	@ 11½	@ 11½	10	@ 10½
Kips, brnd'd..	@ 10	@ 10	8½ @ 9n	
Slunks, reg....	@ 80n	@ 80	@ 80n	
Slunks, hrls..	@ 35	@ 35	25 @ 30n	

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	8½ @ 9	8½ @ 9	7¼ @ 8¼
Brnd'd	8 @ 8½	8 @ 8½	7¼ @ 7½
Nat. bulls....	@ 6	@ 6	@ 6½
Brnd'd bulls..	@ 5	@ 5	@ 6
Calfskins	13 @ 15	13½ @ 15	12 @ 13n
Kips	@ 11n	@ 11n	@ 10
Slunks, reg....	@ 75n	@ 75n	50 @ 70n
Slunks, hrls..	@ 30n	@ 30n	20 @ 25n

COUNTRY HIDES.

Hvy. steers...	6 @ 6¼	6 @ 6¼	@ 7ax
Hvy. cows....	6 @ 6¼	6 @ 6¼	@ 7ax
Bulls	7¼ @ 8	7¼ @ 7½	7 @ 7½
Extremes	9½ @ 10	9½ @ 9½	@ 8½
Bulls	5 @ 5½	5 @ 5½	@ 6ax
Calfskins	@ 10n	10 @ 10½	9½ @ 10
Kips	@ 9	@ 9½	8 @ 8½
Horsehides ..	2.50 @ 3.40	2.50 @ 3.20	2.00 @ 2.75

SHEEPSKINS.

Pkr. shearings..	@ 75	70 @ 75	45 @ 50
Dry pelts	@ 12½	@ 13	10½ @ 11

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Apr. 22, 1939, were 4,455,000 lbs.; previous week 4,553,000 lbs.; same week last year, 5,687,000 lbs.; from January 1 to Apr. 22, 1939, 84,482,000 lbs.; a year ago, 72,359,000 lbs.

Shipments of hides from Chicago for the week ended Apr. 22, 1939, were 5,686,000 lbs.; previous week, 6,951,000 lbs.; same week last year, 5,164,000 lbs.; from January 1 to Apr. 22, 1939, 68,028,000 lbs., and a year ago, 70,944,000 lbs.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to April 28, 1939: To the United Kingdom, 158,321 quarters; to the Continent 12,626. Two weeks ago to the United Kingdom 106,832 quarters; to the Continent, 56,164.

MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended April 27 were 290,875 lbs. lard and 56,920 lbs. bacon.

Live Stock Markets

WEEKLY REVIEW

SMALLER SUPPLY OF SHEEP AND LAMBS

THE supply of sheep and lambs for slaughter in the spring months, through June, is expected to be smaller than a year earlier, the U. S. Bureau of Agricultural Economics states. This reduction will be reflected in smaller marketings of both early lambs and grass fat yearlings.

California lambs, which are among the earliest of the new crop lambs to come to market, moved in large numbers during March. Shipments north and east totaled 55,000 head, the largest of record for the month, with the movement continuing heavy during April. Average weights from most sections were lighter than usual and because of feed shortage a larger than usual percentage of the crop sold as feeders. In the San Joaquin valley, where 75 per cent of the crop usually moves as fat lambs, it is estimated that only 25 per cent of the 1939 crop moved as fat lambs.

Early Lambs Delayed

Delay in marketings of early lambs and grass fat yearlings this year will mean that a fairly large number of early lambs will be ready for market when late lambs also are being marketed by producers in considerable volume.

Prices of fed lambs rose sharply in late March and early April, reaching the highest level thus far in the current fed lamb marketing season, which began last December. For the first week in April the average price of good and choice slaughter lambs at Chicago was about \$9.60 compared with about \$8.90 a month earlier and \$8.15 a year earlier. In early April the weekly average price of good grade spring lambs at Kansas City was about \$10.40 compared with \$8.95 in early April last year.

MORE HOGS PROCESSED

Inspected slaughter of hogs at eight large packing centers during the three weeks ended April 21, 1939, totaled 811,492 head compared with a kill of 643,133 head during the three weeks ended April 22, 1938. For the first time in five years federally inspected hog slaughter during the first quarter of the year passed the 10,000,000 mark, and the March kill of many Corn Belt packers showed a sharp increase over March a year ago.

Reports on hog receipts at large centers during the current week indicated that marketings are still running above the 1938 level.

CANADIAN LIVESTOCK

Fewer cattle, more hogs and a small increase in sheep are expected in Canadian livestock markets this year, according to the Agricultural Situation and Outlook for 1939, issued by the Canadian Department of Agriculture. Cattle marketings in 1938 were below those of 1937 and 1936 and further declines are anticipated in 1939 and 1940. Marketings of grain fat cattle from the prairie provinces are expected to be larger in the first half of the year, the increase being offset in part at least by reduction in receipts from Eastern Canada.

Output of hogs in 1939 will show an somewhat smaller than in 1937, it is pointed out, especially in the latter part of the year. Larger exports of pork meats to the United Kingdom are looked to to absorb this increase. While inspected slaughter of sheep in 1938 was somewhat smaller than in 1937 it is believed that this was due to the holding back of breeding stock in the ranch areas. Feed grain supplies per animal unit for 1938-39 were reported to be 38 per cent greater than for the previous crop year.

MARCH CATTLE IMPORTS

Large increases occurred in cattle imports into the United States from Mexico during March compared with February and March a year ago. Bulk of the increase was in cattle weighing 200 to 700 lbs. Imports of cattle weighing 200 lbs. and under from Canada showed an increase over February but were well under March a year ago. Imports of other classes of Canadian cattle were small.

Imports during March, 1939, and the first three months of the year compared with like periods in 1938 were as follows:

	Mar., 1939.	Mar., 1938.	3 mos., 1939.	3 mos., 1938.
Canada—				
Over 700 lbs....	605	8,590	36,606	15,490
200 to 700 lbs....	256	301	903	577
Under 200 lbs....	8,172	5,338	14,827	12,862
Total	9,033	14,229	52,336	28,929
Mexico—				
Over 700 lbs....	682	3,972	27,873	10,449
200-700 lbs....	71,213	24,272	176,140	48,891
Under 200 lbs....	8,889	87	17,239	194
Total	80,784	28,331	221,252	59,534
Other countries....	129	.....	238	193
Total all imports	89,946	42,550	273,826	88,656

KINDS OF LIVESTOCK KILLED

The percentage of each class of livestock slaughtered during March, 1939, compared with Mar. 1938:

	Mar., 1939. Per cent.	Feb., 1939. Per cent.	Mar., 1938. Per cent.
Cattle—			
Steers	47.87	48.33	50.22
Cows and heifers....	47.94	47.74	46.64
Bulls and stags....	4.19	3.93	3.14
Hogs—			
Sows	45.89	44.38	46.96
Barrows	53.29	54.97	52.13
Stags and boars....	.82	.65	.91
Sheep and lambs—			
Lambs and yearlings	95.29	94.56	93.98
Sheep	4.71	5.44	6.02



A BULL'S EYE

IN ALL LIVESTOCK CENTERS

KENNETT-MURRAY

Livestock Buying Service

Offices
 Detroit, Mich.
 Dayton, Ohio
 Omaha, Neb.
 La Fayette, Ind.
 Sioux City, Iowa

Cincinnati, Ohio
 Louisville, Ky.
 Indianapolis, Ind.
 Nashville, Tenn.
 Montgomery, Ala.

Order Buyer of Live Stock

L. H. McMURRAY

Indianapolis, Indiana

PACKING HOUSE

TEXTILE

SUPPLIES

You can be sure of satisfaction at Bemis, America's foremost supplier to the packing industry. Get Bemis prices before you order.

BEMIS BRO. BAG CO. • ST. LOUIS • BROOKLYN

CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., April 27, 1939.—At 20 concentration points and 10 packing plants in Iowa and Minnesota, hog demand was fairly strong for the week but at slightly lower prices. Current market was generally 5@15c under last week's close. Fairly active loading but last week's count was heavier. Current prices, good to choice, 180-220 lb. at plants, \$6.60@6.80; the bulk \$6.65@6.75; at yards \$6.40@6.75, mostly \$6.45@6.60. Bulk of all bids on other weights, 220-250 lb., \$6.40@6.65; 250-270 lb., \$6.30@6.50; 270-290 lb., \$6.10@6.35; 290-350 lb., \$5.90@6.20; some lower inside bids at yards and outside prices at packing plants quotable below and above these bulk spreads; lighter weights, 160-180 lb., \$6.30@6.70; sows, 350 lb. down, \$5.65@5.85, few \$5.90; 350-425 lb., \$5.50@5.65; 425-550 lb., \$5.25@5.55.

Receipts for week ended April 27:

	This week.	Last week.
Friday, April 21	25,200	21,100
Saturday, April 22	14,700	14,100
Monday, April 24	27,800	22,800
Tuesday, April 25	19,800	8,800
Wednesday, April 26	20,900	23,600
Thursday, April 27	22,600	34,900

CANADIAN LIVESTOCK PRICES

STEERS.

Top Prices	Week ended April 20.	Last week.	Same week 1938.
Toronto	\$ 7.50	\$ 7.75	\$ 6.50
Montreal	7.75	8.00	7.25
Winnipeg	7.25	7.75	6.50
Calgary	7.00	7.00	6.50
Edmonton	7.00	7.00	6.00
Prince Albert	6.00	6.50	5.50
Moose Jaw	6.50	6.50	6.00
Saskatoon	7.25	7.25	6.25
Regina	6.50	7.00	...
Vancouver	7.00	7.50	...

VEAL CALVES.

	Week ended April 20.	Last week.	Same week 1938.
Toronto	\$ 9.50	\$10.00	\$10.00
Montreal	7.50	7.50	8.00
Winnipeg	7.50	8.00	8.50
Calgary	7.50	8.00	8.50
Edmonton	7.00	7.00	8.00
Prince Albert	6.50	...	5.00
Moose Jaw	7.00	7.00	6.25
Saskatoon	7.50	8.00	7.00
Regina	8.00	8.00	...
Vancouver	7.50	...	...

BACON HOGS.

	Week ended April 20.	Last week.	Same week 1938.
Toronto	\$ 9.00	\$ 8.85	\$10.00
Montreal	9.50	9.25	10.50
Winnipeg	8.50	8.50	9.75
Calgary	8.10	8.15	9.45
Edmonton	8.25	8.25	9.40
Prince Albert	8.25	8.25	9.50
Moose Jaw	8.35	8.35	9.60
Saskatoon	8.25	8.25	9.50
Regina	8.35	8.35	...

¹ Montreal and Winnipeg hogs sold on a "F. & W." basis. All others "off trucks."

GOOD LAMBS.

	Week ended April 20.	Last week.	Same week 1938.
Toronto	\$ 9.00	\$ 9.00	\$10.00
Montreal	8.00	9.00	7.50
Winnipeg	8.25	8.25	9.00
Calgary	7.25	7.25	8.00
Edmonton	8.00	7.50	8.75
Prince Albert	7.50	7.00	7.00
Moose Jaw	7.00	7.00	8.00
Saskatoon	7.50	7.00	...

STOCKERS AND FEEDERS

Stock and feeder shipments from 12 principal markets in March, 1939:

	Cattle and calves. No.	Hogs.	Sheep.
March, 1939	120,826	16,183	55,175
February, 1939	101,187	18,913	54,097
March, 1938	150,073	18,649	56,305

The National Provisioner—April 29, 1939

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, April 27, 1939, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (soft & oily not quoted). CHICAGO. NAT. STK. YDS. OMAHA. KANS. CITY. ST. PAUL.

BARROWS AND GILTS:

Good-choice:

140-160 lbs.	6.00@ 7.00	6.40@ 6.90	6.25@ 6.50	6.40@ 6.70	6.70@ 6.75
160-180 lbs.	6.75@ 7.05	6.75@ 6.95	6.40@ 6.80	6.50@ 6.70	6.85@ 6.75
180-200 lbs.	6.90@ 7.10	6.90@ 7.00	6.50@ 6.65	6.60@ 6.70	6.85@ 6.70
200-220 lbs.	6.90@ 7.10	6.90@ 7.00	6.50@ 6.65	6.60@ 6.70	6.80@ 6.70
220-250 lbs.	6.90@ 7.10	6.80@ 6.95	6.40@ 6.60	6.60@ 6.70	6.40@ 6.65
250-290 lbs.	6.65@ 7.00	6.55@ 6.95	6.20@ 6.50	6.45@ 6.70	6.00@ 6.55
290-350 lbs.	6.25@ 6.75	6.40@ 6.70	5.95@ 6.25	6.25@ 6.50	5.75@ 6.10

Medium:

140-160 lbs.	6.15@ 6.75	6.35@ 6.65	.....	.....	6.45@ 6.60
160-180 lbs.	6.40@ 6.90	6.45@ 6.80	.....	.....	6.45@ 6.60
180-200 lbs.	6.50@ 6.90	6.45@ 6.80	6.25@ 6.50	.....	6.40@ 6.50

PACKING SOWS:

Good:

275-350 lbs.	6.00@ 6.25	6.10@ 6.35	5.60@ 5.75	5.75@ 5.90	5.55@ 5.85
350-425 lbs.	5.80@ 6.05	5.90@ 6.25	5.60@ 5.65	5.60@ 5.85	5.50@ 5.65
425-550 lbs.	5.50@ 5.90	5.60@ 6.10	5.50@ 5.65	5.50@ 5.75	5.50@ 5.60

Medium:

275-550 lbs.	5.25@ 6.00	5.40@ 6.10	5.25@ 5.50	5.25@ 5.75	5.50 only
--------------	------------	------------	------------	------------	-----------

PIGS (Slaughter):

Good-choice, 100-140 lbs. 6.25@ 6.75 6.25@ 6.60 7.00@ 7.50

Medium, 100-140 lbs. 5.75@ 6.50 6.00@ 6.35

Slaughter Cattle, Vealers and Calves:

STEERS, choice:

750-900 lbs.	11.00@ 12.50	10.00@ 11.00	10.00@ 11.50	10.00@ 11.50	10.00@ 11.50
900-1100 lbs.	11.00@ 12.75	10.00@ 11.25	10.50@ 12.00	10.25@ 11.75	10.25@ 11.50
1100-1300 lbs.	11.00@ 13.00	10.25@ 11.50	10.50@ 12.00	10.50@ 11.75	10.50@ 11.75
1300-1500 lbs.	11.25@ 13.00	10.50@ 12.00	10.50@ 12.00	10.50@ 11.75	10.50@ 11.75

STEERS, good:

750-900 lbs.	9.25@ 11.00	9.00@ 10.00	9.00@ 10.50	9.00@ 10.25	8.75@ 10.25
900-1100 lbs.	9.25@ 11.00	9.00@ 10.25	9.00@ 10.50	9.00@ 10.25	8.75@ 10.50
1100-1300 lbs.	9.25@ 11.00	9.00@ 10.50	9.00@ 10.50	9.25@ 10.25	8.75@ 10.50
1300-1500 lbs.	9.50@ 11.25	9.50@ 10.50	9.00@ 10.50	9.25@ 10.50	9.00@ 10.50

STEERS, medium:

750-1100 lbs.	8.25@ 9.25	8.00@ 9.25	8.00@ 9.00	8.00@ 9.00	7.75@ 8.75
1100-1300 lbs.	8.25@ 9.25	8.25@ 9.25	8.00@ 9.00	8.00@ 9.25	8.00@ 9.00

STEERS, common (plain):

750-1100 lbs.	7.50@ 8.25	7.50@ 8.25	7.00@ 8.00	7.00@ 8.00	7.00@ 8.00
---------------	------------	------------	------------	------------	------------

STEERS AND HEIFERS:

Choice, 550-750 lbs. 10.00@ 12.00 9.50@ 10.50 9.50@ 10.50 9.50@ 10.50 9.50@ 11.00

Good, 550-750 lbs. 9.00@ 10.25 8.75@ 9.50 8.25@ 9.50 8.25@ 9.50 8.50@ 10.00

HEIFERS:

Choice, 750-900 lbs. 10.00@ 11.25 9.50@ 10.50 9.50@ 10.50 9.50@ 10.50 9.50@ 10.50

Good, 750-900 lbs. 9.00@ 10.00 8.75@ 9.50 8.25@ 9.50 8.25@ 9.50 8.50@ 9.50

Medium, 550-900 lbs. 8.00@ 9.00 8.00@ 8.75 7.25@ 8.25 7.25@ 8.25 7.50@ 8.50

Common (plain), 550-900 lbs. 6.75@ 8.00 6.75@ 8.00 6.25@ 8.25 6.25@ 8.25 6.50@ 7.50

COWS, all weights:

Choice 8.00@ 8.50 7.25@ 8.00 6.75@ 7.50 6.50@ 7.50 6.50@ 7.25

Good 7.25@ 8.00 6.75@ 7.25 6.25@ 6.75 6.00@ 6.50 6.25@ 6.75

Medium 6.50@ 7.25 6.25@ 6.75 5.75@ 6.25 5.75@ 6.25 5.75@ 6.25

Common (plain) 6.00@ 6.50 5.75@ 6.25 5.75@ 6.25 5.75@ 6.25 5.75@ 6.25

Low cutter and cutter.

4.50@ 6.00 4.25@ 5.75 4.25@ 5.75 4.00@ 5.75 4.00@ 5.75

BULLS (Ylgs. excl.), all weights:

Good 7.25@ 7.75 7.00@ 7.50 6.75@ 7.25 7.00@ 7.50 6.75@ 7.25

Medium 7.00@ 7.40 6.50@ 7.00 6.25@ 6.85 6.25@ 7.00 6.25@ 6.75

Cutter and common (plain) 6.50@ 7.00 6.00@ 6.50 5.75@ 6.25 5.50@ 6.25 5.50@ 6.25

VEALERS, all weights:

Choice 9.25@ 10.00 9.25@ 9.25 8.50@ 9.50 8.50@ 9.50 8.50@ 9.50

Good 8.25@ 9.25 8.00@ 9.25 8.50@ 9.50 7.50@ 8.50 7.50@ 8.50

Medium 7.00@ 8.25 6.75@ 8.00 7.50@ 8.50 6.50@ 7.50 6.00@ 7.50

Cull and common (plain) 6.00@ 7.00 5.00@ 6.75 6.00@ 7.50 5.00@ 6.50 3.50@ 6.00

CALVES, 250-400 lbs.:

Choice 7.50@ 8.50 8.25@ 9.25 8.00@ 9.00 8.50@ 9.50 8.00@ 9.00

Good 6.50@ 7.50 7.25@ 8.25 7.00@ 8.00 7.50@ 8.50 7.00@ 8.00

Medium 6.00@ 7.00 6.00@ 7.00 6.00@ 7.00 6.00@ 7.00 6.00@ 7.00

Common (plain) 5.00@ 5.50 5.00@ 6.25 5.00@ 6.00 5.50@ 6.50 5.00@ 6.50

*Slaughter Lambs and Sheep:

SPRING LAMBS:

Choice (closely sorted) 10.50@ 10.60 10.75@ 10.85 10.75@ 10.85

**Good & choice 9.75@ 10.75 9.75@ 10.75 9.75@ 10.75

**Medium & good 8.50@ 9.75 8.50@ 9.75 8.50@ 9.75

Common (plain) 8.45@ 9.65

LAMBS:

Choice (closely sorted) 10.10@ 10.15 9.75@ 9.85 9.75@ 9.85

**Good & choice 9.00@ 10.00 9.50@ 9.75 9.25@ 9.50 9.25@ 9.75 9.40@ 9.65

**Medium & choice 8.35@ 9.25 8.50@ 9.25 8.25@ 9.00 8.25@ 9.00 8.25@ 9.25

Common (plain) 7.50@ 8.25 7.50@ 8.25 7.50@ 8.00 7.00@ 8.00 7.00@ 8.00

LAMBS (Shorn):

Choice (closely sorted) 9.00@ 9.25 8.25@ 8.25 8.25@ 8.25

**Good & choice 8.00@ 8.85 8.00@ 8.75 8.00@ 8.75

**Medium 7.50@ 8.00 7.50@ 8.00 7.50@ 8.00

Common (plain) 7.25@ 8.00

EWES:***

Good & choice 5.00@ 5.75 5.00@ 5.75 4.75@ 5.25 4.75@ 5.50 4.75@ 5.50

Common (plain) & medium 3.00@ 5.00 3.00@ 5.00 3.00@ 4.75 2.75@ 4.75 3.00@ 4.75

*Quotations based on animals of current seasonal market weights and wool growth.

**Quotations on good and choice and on medium and good grades, as combined, represent lots averaging within the top half of the good and top half of the medium grades, respectively.

***Quotations on woolled basis.

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by the principal packers for the first four days this week were 23,697 cattle, 4,850 calves, 38,182 hogs and 40,714 sheep and lambs.

PACIFIC COAST LIVESTOCK

Receipts of salable livestock for five days ended April 21:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	3,709	1,226	2,408	611
San Francisco	825	175	3,000	1,050
Portland	1,975	245	3,020	1,790

Page 39

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, April 22, 1939, as reported to The National Provisioner:

CHICAGO.

Armour and Company, 2,280 hogs; Swift & Company, 3,394 hogs; Wilson & Co., 4,147 hogs; Western Packing Co., Inc., 1,365 hogs; Agar Packing Co., 4,735 hogs; Shippers, 5,748 hogs; Others, 22,606 hogs.

Total: 28,813 cattle; 5,382 calves; 42,295 hogs; 54,789 sheep.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,593	407	2,185	8,061
Cudahy Pkg. Co.	1,829	462	976	5,523
Swift & Company	1,623	368	1,458	5,410
Wilson & Co.	1,442	464	1,182	5,064
Ind. P. Co.	.....	.....	240	.....
Kornblum Pkg. Co.	942	.....	.....	.....
Others	2,890	102	1,781	8,769
Total	10,900	1,748	7,072	34,427

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Company	4,370	5,021	2,017
Cudahy Pkg. Co.	3,046	3,441	7,439
Swift & Company	3,191	2,866	3,822
Wilson & Co.	1,292	2,451	1,882
Others	.....	.....	7,604
Cattle and calves: Eagle Pkg. Co., 23; Greater Omaha Pkg. Co., 32; Geo. Hoffmann, 40; Lewis Pkg. Co., 509; Nebraska Beef Co., 451; Omaha Pkg. Co., 184; John Roth & Son, 167; South Omaha Pkg. Co., 132; American Pkg. Co., 23; Lincoln Pkg. Co., 231.	.....	.....	.....
Total	13,614	cattle and calves;	21,383 hogs;
15,160 sheep.	.....	.....	.....

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	1,879	1,810	9,067	2,618
Swift & Company	1,649	1,715	8,504	2,062
Hunter Pkg. Co.	1,600	410	5,245	.....
Hell Pkg. Co.	.....	2,108	.....	.....
Krey Pkg. Co.	.....	4,711	.....	.....
Laclede Pkg. Co.	.....	2,198	.....	.....
Sieloff Pkg. Co.	.....	1,540	.....	.....
Others	2,088	1,344	8,774	.....
Shippers	3,306	187	3,761	1,155
Total	9,934	4,966	46,018	5,235
Not including 928 cattle, 3,811 calves, 29,235 hogs, and 1,163 sheep bought direct.	.....	.....	.....	.....

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	1,223	349	4,645	10,876
Armour and Company	1,309	285	3,886	6,697
Others	963	11	460	7,584
Total	3,495	645	8,991	25,157
Not including 846 hogs and 1,747 sheep bought direct.	.....	.....	.....	.....

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,066	52	4,855	2,192
Armour and Company	1,856	51	4,952	1,569
Swift & Company	1,826	60	3,196	1,942
Shippers	2,733	8	5,296	1,038
Others	274	22	71	2
Total	8,695	193	18,342	6,743

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	1,504	647	3,162	1,556
Wilson & Co.	1,435	633	3,188	1,588
Others	260	42	1,258	8
Total	3,199	1,322	7,608	3,147
Not including 37 cattle and 1,250 hogs bought direct.	.....	.....	.....	.....

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,207	547	2,312	3,260
Dold Pkg. Co.	333	163	1,132	.....
Wichita D. B. Co.	11	.....	.....	.....
Dunn-Ostertag	75	.....	.....	.....
Fred W. Dold	117	.....	585	.....
Sundowner Pkg. Co.	38	.....	222	.....
Pioneer Cattle Co.	11	.....	.....	.....
Keefe Pkg. Co.	106	.....	.....	.....
Total	2,098	650	4,281	3,260
Not including 2,382 hogs bought direct.	.....	.....	.....	.....

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	823	101	969	10,036
Swift & Company	621	133	1,364	18,924
Cudahy Pkg. Co.	856	105	795	2,570
Others	1,719	333	1,288	18,637
Total	4,019	672	4,416	45,167

FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	1,978	1,013	3,595	5,517
Swift & Company	1,625	993	2,977	5,915
Blue Bonnet Pkg. Co.	87	48	218	49
City Packing Co.	210	67	713	.....
Rosenthal Pkg. Co.	20	.....	.....	74
Total	3,824	2,121	7,503	11,555

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,328	2,224	10,948	1,120
Cudahy Pkg. Co.	968	1,615	.....	66
Riffin Pkg. Co.	594	40	.....	.....
Swift & Company	3,939	3,807	12,968	1,033
United Pkg. Co.	2,176	120	.....	.....
Others	2,630	1,464	.....	.....
Total	11,335	9,276	23,916	2,219

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,158	5,764	8,492	887
Armour and Company	789	2,043	.....	.....
Mil. ....	.....	.....	.....	.....
Armour and Company	24	.....	.....	.....
N. Y. B. D. M. Co.	18	.....	.....	.....
Armour and Company	18	.....	.....	.....
Pitt.	18	.....	.....	.....
Shippers	183	43	70	10
Others	979	1,026	101	178
Total	4,169	9,776	8,663	1,075

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,286	571	16,344	1,901
Armour and Company	739	180	2,270	.....
Hilgelmier Bros.	10	.....	1,900	.....
Stumpf Bros.	.....	.....	135	.....
Meier P. Co.	61	6	284	.....
Stark & Wetzel	124	46	412	.....
Wabnitz and Deters	47	80	387	44
Mass Hartman Co.	34	13	.....	.....
Shippers	2,206	1,786	18,498	1,128
Others	960	168	503	36
Total	5,467	2,856	39,633	3,169

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	.....	33	.....	102
E. Kahn's Sons Co.	388	541	8,197	21
Lobrey Packing Co.	9	.....	257	.....
H. H. Meyer Pkg. Co.	97	.....	4,560	.....
J. Schlachter's Sons	.....	.....	135	.....
J. & F. Schroth P. Co.	8	.....	3,586	.....
J. F. Stegner Co.	243	334	.....	.....
Shippers	53	89	2,141	.....
Others	1,376	861	746	276
Total	2,185	2,013	19,487	418
Not including 855 cattle, 21 calves, 3,074 hogs and 1,255 sheep bought direct.	.....	.....	.....	.....

RECAPITULATION.

	CATTLE.	Calves.	Hogs.	Sheep.
Chicago	28,813	36,516	32,821	.....
Kansas City	10,900	10,521	10,631	.....
Omaha	13,614	14,305	14,823	.....
East St. Louis	9,934	9,280	11,649	.....
St. Joseph	3,495	3,866	3,810	.....
Sioux City	8,695	9,826	10,995	.....
Oklahoma City	3,199	3,070	3,985	.....
Wichita	2,098	2,018	3,191	.....
Denver	4,019	4,518	4,980	.....
St. Paul	11,335	13,362	13,866	.....
Milwaukee	4,169	4,246	4,412	.....
Indianapolis	5,467	5,914	6,832	.....
Cincinnati	2,185	2,312	2,459	.....
Ft. Worth	3,824	4,176	5,706	.....
Total	111,766	123,700	129,662	.....
*Cattle and calves.	.....	.....	.....	.....

HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	42,295	41,824	40,218	.....
Kansas City	7,672	7,728	8,984	.....
Omaha	21,383	20,500	15,499	.....
East St. Louis	46,018	40,731	35,035	.....
St. Joseph	8,991	9,117	8,070	.....
Sioux City	18,342	17,754	13,224	.....
Oklahoma City	7,608	7,576	6,096	.....
Wichita	4,281	4,439	2,627	.....
Denver	4,416	4,654	5,004	.....
St. Paul	23,916	23,159	17,601	.....
Milwaukee	8,093	8,449	8,092	.....
Indianapolis	39,633	34,978	28,635	.....
Cincinnati	19,487	17,794	15,391	.....
Ft. Worth	7,503	6,917	4,392	.....
Total	260,208	244,740	204,559	.....

SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	54,789	58,792	48,173	.....
Kansas City	34,427	23,981	28,075	.....
Omaha	15,160	22,490	32,112	.....
East St. Louis	5,235	5,665	9,927	.....
St. Joseph	25,157	22,374	22,949	.....
Sioux City	6,743	8,916	9,808	.....
Oklahoma City	3,147	2,193	1,932	.....
Wichita	3,260	3,449	3,092	.....
Denver	45,167	36,067	49,574	.....
St. Paul	2,219	3,848	4,229	.....
Milwaukee	1,075	910	585	.....
Indianapolis	3,169	3,859	6,358	.....
Cincinnati	418	787	674	.....
Ft. Worth	11,555	13,591	28,269	.....
Total	211,461	202,862	246,987	.....
*Cattle and calves.	.....	.....	.....	.....
†Not including directs.	.....	.....	.....	.....

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 17	12,140	1,680	11,890	11,329
Tues., April 18	4,286	2,300	13,507	12,970
Wed., April 19	7,923	1,142	15,813	8,500
Thurs., April 20	4,641	1,956	19,863	14,437
Fri., April 21	858	584	7,972	10,145
Sat., April 22	200	.....	1,500	5,500
*Total this week	30,039	7,612	70,541	60,882
Previous week	30,408	8,350	65,316	62,267
Year ago	34,205	8,268	64,022	47,216
Two years ago	41,599	8,631	78,631	48,506

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 17	2,926	1	900	5,210
Tues., April 18	1,249	68	776	3,139
Wed., April 19	3,235	77	404	214
Thurs., April 20	975	30	783	6,112
Fri., April 21	449	15	688	3,248
Sat., April 22	100	.....	100	500

Total this week	8,934	190	3,641	18,423
Previous week	8,065	202	3,096	21,846
Year ago	8,610	288	4,459	11,653
Two years ago	10,255	423	7,874	13,013

*Including 731 cattle, 2,013 calves, 28,038 hogs and 12,815 sheep direct to packers from other points.

APRIL AND YEAR RECEIPTS.

	Receipts thus far this month and year to date with comparisons:	April	1939.	1938.	1939.	1938.
Cattle	87,199	100,527	509,066	598,178	.....
Calves	24,022	23,568	106,080	107,356	.....
Hogs	193,433	197,740	1,278,433	1,393,679	.....
Sheep	183,505	179,205	988,379	910,659	.....

†All receipts include directs.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.	Lamba.
Week ended April 22	\$10.15	\$6.95	\$5.50	\$10.30	.....
Previous week	10.35	7.10	5.50	10.15	.....
1938	8.60	8.40	5.10	8.20	.....
1937	10.90	10.05	5.75	12.90	.....
1936	8.35	10.65	5.60	11.10	.....
1935	11.25	8.20	4.90	8.90	.....
1934	6.65	3.80	4.50	9.85	.....
Av. 1934-1938	\$9.15	\$8.40	\$5.00	\$10.00	.....

SUPPLIES FOR CHICAGO PACKERS.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended April 22, 1939.

	CATTLE.		
	Week ended April 22.	Prev. Week.	Cor. week. 1938.
Chicago†	20,694	29,725	24,542
Kansas City	12,673	12,936	13,728
Omaha*	12,725	14,443	14,897
East St. Louis.	7,846	7,244	8,005
St. Joseph	3,674	3,893	4,792
Sioux City	6,162	7,402	8,251
Wichita*	2,748	2,715	4,520
Fort Worth	5,943	5,786	5,709
Philadelphia	1,909	1,641	1,558
Indianapolis	1,341	1,236	2,273
New York & Jersey City.	9,915	7,210	7,727
Oklahoma City*	4,557	4,378	5,902
Cincinnati	3,066	2,918	3,141
Denver	4,102	3,930	4,160
St. Paul	9,705	11,071	17,601
Milwaukee	3,952	3,822	4,043
Total	110,957	129,300	139,939

HOGS.			
Chicago	76,651	77,761	62,913
Kansas City	27,970	24,440	16,395
Omaha	24,390	19,307	13,676
East St. Louis.	63,389	52,727	42,878
St. Joseph	9,459	8,698	8,301
Sioux City	15,739	16,162	9,279
Wichita	6,063	6,556	3,951
Fort Worth	6,317	6,317	3,892
Philadelphia	17,526	14,102	11,860
Indianapolis	17,687	16,012	6,742
New York & Jersey City.	49,128	41,416	38,881
Oklahoma City	8,838	9,174	7,256
Cincinnati	17,602	15,417	18,606
Denver	4,397	4,276	8,046
St. Paul	32,027	29,493	20,835
Milwaukee	8,066	7,844	7,512
Total	388,135	349,702	278,553

SHEEP.			
Chicago†	36,374	37,304	41,669
Kansas City	34,427	23,331	28,073
Omaha	18,602	23,516	29,993
East St. Louis.	5,235	6,565	8,927
St. Joseph	19,320	19,815	23,318
Sioux City	6,279	4,121	9,063
Wichita	5,290	5,449	5,092
Fort Worth	11,555	13,591	28,269
Philadelphia	2,006	1,641	2,700
Indianapolis	1,902	1,736	2,132
New York & Jersey City.	61,512	49,418	51,649
Oklahoma City	3,147	2,193	1,932
Cincinnati	1,417	1,638	1,201
Denver	7,009	5,640	6,843
St. Paul	2,219	3,848	4,229
Milwaukee	1,067	910	585
Total	215,331	199,316	234,659

*Cattle and calves.

†Not including directs.

RECEIPTS AT CHIEF CENTERS

Receipts for the week ended April 22:

At 20 markets:			
	Cattle.	Hogs.	Sheep.
Week ended April 22.....	158,000	334,000	279,000
Previous week	164,000	317,000	271,000
1938	173,000	284,000	304,000
1937	189,000	345,000	345,000
1936	202,000	328,000	279,000
At 11 markets:			
	Cattle.	Hogs.	Sheep.
Week ended April 22.....	234,000	234,000	234,000
Previous week	234,000	234,000	234,000
1938	234,000	234,000	234,000
1937	234,000	234,000	234,000
1936	234,000	234,000	234,000
1935	234,000	234,000	234,000
At 7 markets:			
	Cattle.	Hogs.	Sheep.
Week ended April 22.....	112,000	218,000	181,000
Previous week	113,000	206,000	169,000
1938	119,000	178,000	172,000
1937	130,000	212,000	188,000
1936	144,000	218,000	160,000
1935	137,000	179,000	204,000

U. S. INSPECTED HOG KILL

At eight points for the week ended April 21:

	Week ended April 21.	Prev. week.	Cor. week 1938.
Chicago	76,651	77,761	62,913
Kansas City	27,970	24,440	16,395
St. Louis & East St. Louis.	63,389	52,727	42,878
N. Y., Newark & J. C.	49,358	41,416	32,187
Omaha	24,390	19,307	13,640
Sioux City	15,739	16,162	7,792
St. Joseph	7,107	8,698	7,701
St. Paul	32,027	29,493	20,835
Total	236,109	270,004	204,041

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

		NEW YORK.	PHILA.	BOSTON.
STEERS, carcass	Week ending April 22, 1939.....	9,208	2,406	2,442
	Week previous	8,228	2,406	2,334
	Same week year ago.....	9,534	2,451	2,619
COWS, carcass	Week ending April 22, 1939.....	1,274	1,320	2,425
	Week previous	1,513	1,044	2,404
	Same week year ago.....	797	662	2,097
BULLS, carcass	Week ending April 22, 1939.....	356	413	21
	Week previous	233	483	12
	Same week year ago.....	291	519	1
VEAL, carcass	Week ending April 22, 1939.....	13,939	1,777	801
	Week previous	10,282	1,598	609
	Same week year ago.....	13,917½	2,364	770
LAMB, carcass	Week ending April 22, 1939.....	36,454	12,327	13,678
	Week previous	39,284	12,011	13,957
	Same week year ago.....	41,995	13,708	12,992
MUTTON, carcass	Week ending April 22, 1939.....	1,622	383	1,502
	Week previous	1,311	265	579
	Same week year ago.....	2,056	491	331
PORK CUTS, lbs.	Week ending April 22, 1939.....	2,329,679	411,700	310,955
	Week previous	1,603,100	400,250	334,315
	Same week year ago.....	1,958,000	393,937	283,447
BEEF CUTS, lbs.	Week ending April 22, 1939.....	373,783	...	...
	Week previous	352,435	...	...
	Same week year ago.....	488,060	...	...

LOCAL SLAUGHTERS.

CATTLE, head	Week ending April 22, 1939.....	9,915	1,909	...
	Week previous	7,210	1,641	...
	Same week year ago.....	7,727	1,558	...
CALVES, head	Week ending April 22, 1939.....	14,492	2,837	...
	Week previous	10,194	2,387	...
	Same week year ago.....	13,690	2,543	...
HOGS, head	Week ending April 22, 1939.....	49,128	17,526	...
	Week previous	41,119	14,102	...
	Same week year ago.....	38,881	11,860	...
SHEEP, head	Week ending April 22, 1939.....	61,512	2,006	...
	Week previous	49,418	2,576	...
	Same week year ago.....	51,649	2,700	...

Country dressed product at New York totaled 5,516 veal, 1 hog and 634 lambs. Previous week 5,546 veal, 2 hogs and 395 lambs in addition to that shown above.

AVOIDING BRUISE LOSSES

Much of the loss sustained by live-stock producers and meat packers from animals bruised or injured while loading at the farm, in transit to market and in handling at point of receipt can be avoided, the National Live Stock Loss Prevention Board states. Instructions for avoiding such losses have been issued by the board, and packers might well broadcast these to farmers, shippers and truckers in their areas. The first suggestions deal with handling the animals on the farm and others follow through to the packinghouse. They are:

- 1.—Feed minerals for strength of bone. Weak bones in fat hogs account for many cripples.
- 2.—Provide adequate feeding troughs and racks to prevent fighting and crowding.
- 3.—Provide comfortable shelter, avoiding drafts and other conditions which cause hogs to pile up.
- 4.—Remove horns from market cattle—de-horn calves.
- 5.—Provide convenient sorting and loading facilities on the farm, especially for hogs.
- 6.—Inspect pens, yards and fences frequently for protruding nails, broken boards, wire, etc. Cover sharp corners.
- 7.—Avoid striking or kicking animals.
- 8.—Prevent slippery conditions in

animal pens and about the stock yards.

- 9.—Feed and water sparingly prior to shipment.
- 10.—Handle animals quietly; avoid haste and excitement.
- 11.—Do not lift or pull sheep by wool.
- 12.—Require use of partitions in all mixed loads to separate cattle, hogs and sheep.
- 13.—Use old straw bedding from pens on loading chute inclines in loading hogs.
- 14.—Load through openings familiar to animals.
- 15.—Require use of sand on rail car or truck floors to prevent slipping, and straw in cold weather.
- 16.—Do not overload. Hogs, veal calves and sheep should have room to lie down without suffocation.
- 17.—Do not load overheated animals.
- 18.—Use straw bedding for sheep in truck shipments to prevent suffocation.
- 19.—Require adequate protection in both rail cars and trucks against cold or inclement weather.
- 20.—See that bulls, horned and unruly cattle are tied in truck shipments.
- 21.—Use partition with a part load of cattle to prevent jostling, falling or crowding.
- 22.—Prevent overcrowding at all times on the farm and in transit by keeping live stock comfortable.

Why Packers Are Using More BLISS Boxes



BLISS Boxes, assembled on Bliss Box Stitchers and sealed with Bliss Top Stitchers, give you these three main advantages:

1 - SAFE and ECONOMICAL

Strong, light weight solid fibre Bliss Boxes reduce carrying costs, yet deliver your products in prime condition - an aid to increased sales.

2 - EASY to ASSEMBLE

Bliss Boxes are easy and quick to assemble on Bliss Box Stitchers. Delivered flat, they require a minimum amount of space for storage.

3 - SECURELY SEALED

With the Bliss Power Lift Top Stitcher, Bliss Boxes after filling are readily transferred from conveyor line or trucks without lifting, where they are quickly and securely top stitched, ready for shipping.

BLISS STITCHERS, equipped with the Bliss Heavy-Duty Stitcher Head, are the fastest, most durable stitchers built. **ASK for complete information.**

DEXTER FOLDER COMPANY, 330 W. 42nd St., N. Y.

Bliss, Latham and Boston Wire Stitching Machinery for All Types of Fibre Containers

CHICAGO
117 W. Harrison St.

PHILADELPHIA
5th and Chestnut Sts.

BOSTON
185 Summer St.

CINCINNATI
Roy C. Kern
3441 St. Johns Place

SAN FRANCISCO
LOS ANGELES-SEATTLE
Harry W. Brintnall Co.



ABATTOIR HOISTS A. C. and D. C.

Modern Precision-
Built Hoists at
Attractive Prices.

For full details
write

ROBBINS & MYERS, INC.
HOIST DIVISION
SPRINGFIELD, OHIO



F. C. ROGERS, INC.

NINTH AND NOBLE STREETS

PHILADELPHIA

BROKER

**PACKINGHOUSE
PRODUCTS**

HARRY K. LAX, General Manager

*Member of New York Produce Exchange
and Philadelphia Commercial Exchange*

OLD PLANTATION SEASONINGS Its Flavor Sells Sausage

BLENDED TO FIT YOUR PRODUCT—NATIONALLY USED
IN LEADING SAUSAGE PLANTS—SAMPLES ON REQUEST

Exclusive MANUFACTURERS

A. C. LEGG PACKING CO., Inc., BIRMINGHAM, ALA.

UP and DOWN the MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, April 29, 1899.)

Cudahy Packing Co., South Omaha, Neb., acquired the site of the old Reid Brothers' plant at Kansas City, Mo., and planned to erect a large modern plant there. The sale was negotiated by the Kansas City stockyards, which bought the property from Kingan & Co. on behalf of Cudahy Packing Co. Location of the site was opposite the Kansas City plant of Schwarzschild & Sulzberger Co.

Sioux Falls Packing Co., Sioux Falls, S. Dak., which had been idle for some time, was acquired by A. Lester Heyer, packer of New York City, and others, and was to begin operations at an early date under the name of A. Lester Heyer Packing Co. Board of directors included A. Lester Heyer, president and general manager; Charles T. Croker, Theron Davis, Edwin C. Clark and Jesse W. Royce. Authorized capital was \$4,000,000.

Knickerbocker Packing Co., Chicago, Ill., was incorporated with initial capital of \$2,000 by Clarence E. Beveridge, Henry L. Wallace and Willis Smith.

Frederick A. Van Iderstine, prominent Brooklyn hide and tallow merchant, passed away on April 21 after a prolonged heart ailment. He had been in business in Brooklyn more than 45 years.

Eastern offices of THE NATIONAL PROVISIONER were transferred from 284-286 Pearl st., New York City, to 150 Nassau st. These enlarged facilities placed the magazine "in the very center of metropolitan press quarters." Chicago offices remained in the Rialto bldg., adjoining the Board of Trade.

Meat Packing 25 Years Ago

(From The National Provisioner, May 2, 1914.)

W. L. McCauley, formerly superintendent of United Dressed Beef Co. plant in New York City, was appointed superintendent of the Swift & Company plant at St. Joseph, Mo. Mr. McCauley had been out of the packing field for a few months, serving as a bank president.

Secretary of Commerce Redfield made an inspection tour of Chicago meat packing plants, studying the scientific methods employed and sanitary measures practiced there. He was reported highly impressed with the manner in which the packing business was being conducted.

Figures on meat imports into Great Britain showed that Argentina was the chief source of British beef supplies, occupying the position once held by the United States. Australia provided Great

Britain with the most mutton, the Netherlands the most pork, and Denmark the most bacon.

Representatives of the National Food Trades Conference met at Washington with Secretary of Agriculture Houston and Dr. Carl L. Alsberg, chief of the Bureau of Chemistry, to consider methods of making food control laws of the federal and state governments more effective and less burdensome.

Chicago News of Today

Vice president O. E. Jones, Swift & Company, addressed the convention of the Massachusetts Retail Grocers and Provision Dealers Association at Boston, on April 24, on "American Business in South America."

Robert H. Cabell, president Armour and Company, has been named as one of nine Chicago business and industrial leaders who will function as a committee to weigh suggestions made in a series of business "clinics" looking toward further development of Chicago

as an industrial and vacation center.

E. P. Murphy, quality control department, Armour and Company, is the proud father of a third set of twins. Mr. and Mrs. Murphy now have nine boys.

Dwight E. Hillyer has been elected comptroller of Libby, McNeill & Libby, Chicago, succeeding Fred J. Steffens, who resigned April 1. Mr. Hillyer has served the company for 30 years, having been treasurer since 1933. Samuel M. Jasper has succeeded Mr. Hillyer as treasurer.

"Recent Research on the Nutritional Value of Meat" was the subject of an address by Miss Anna E. Boller, director of the department of nutrition of the National Live Stock and Meat Board, before the annual meeting of the Missouri Dietetic Association at Columbia, Mo.

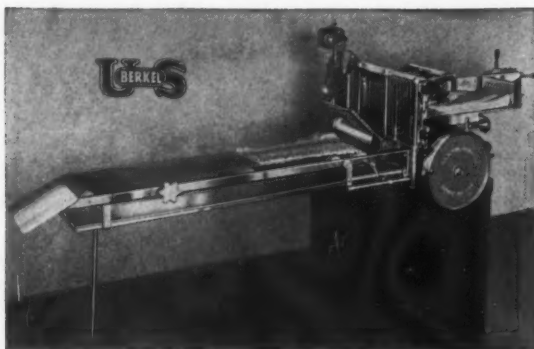
Stanton E. Van Wie, formerly advertising and sales promotion manager of Beechnut Packing Co. and R. B. Davis Co., has joined National Tea Co., Chicago, in a similar capacity.

Retirement of H. A. Laing, general traffic manager of Libby, McNeill &

SWIFT EMPLOYEES BROADCAST FROM SMOKED MEAT ROOM

After dramatization of jobs in meat packing, the broadcast of the weekly program "Americans at Work" was moved into the pork cutting and ham and bacon rooms of Swift & Company's Chicago plant. Ken Ellington of Columbia Broadcasting System asked questions of (left to right) Glenn E. Monica, smoke house; Henry L. McCauley, pork cutting department; Marie Bleau, sliced bacon department, and Allan H. Johnson, curing department.





CONTROL YOUR COSTS For Slicing and Packaging Bacon

New, sturdy, medium capacity slicer with Continuous Feed, slices and delivers to moving conveyor, without interruption, bacon up to 24" long. Hourly yield is materially increased.

The Continuous Feed, Conveyor and Stacking Device make the Model 150-B the outstanding machine of this type.

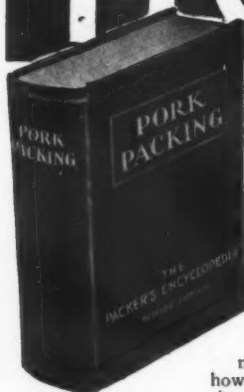
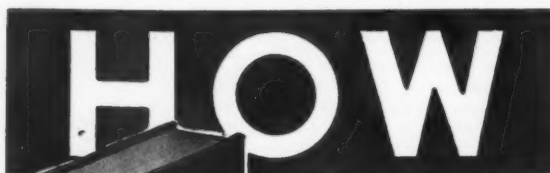
Bacon may be sliced in any room of normal temperature. Just plug slicer in any socket and slice. Also pre-slices all kinds of boneless and cooked meats.

Investigate today. Ask for descriptive circular.

U. S. SLICING MACHINE CO.

Originators and Builders of World's Best Slicers for more than 40 Years
La Porte, Indiana

IT'S A PROFIT-EARNING INVESTMENT



to cut the
MOST PROFIT
out of a hog

**\$6.25
POSTPAID**

Foreign: U. S. Funds
Flexible Leather,
\$1.00 extra.

is a day-to-day problem that requires not only careful study of markets, but also full knowledge of how to find profits in a particular market situation. "PORK PACKING" contains many tests which will show whether you are cutting up the hog to yield the most profit. Filled from cover to cover with practical answers to pork packing problems, this 360-page volume will quickly repay you its cost many times over. Order your copy today.

THE NATIONAL PROVISIONER

407 South Dearborn Street, Chicago, Illinois

AIR CONDITIONING

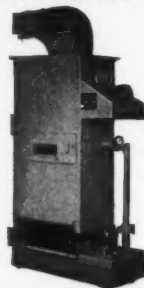
SAVES TIME, MONEY AND SPACE

NIAGARA Air Conditioning Fan Coolers with high air velocity, permit economical refrigerant temperatures and give constantly uniform, correct storage temperature. They save operating time, cut food preservation expense. Niagara "No Frost" prevents frosting of cooler coils, saves loss of capacity, prevents shut-down of equipment—completely automatic.

Representatives in principal cities. Address inquiries to

**NIAGARA
BLOWER COMPANY**

6 E. 45th Street, New York City
Chicago Office: 37 W. Van Buren Street



Try It Before You Buy It!

Tufedge
BEEF CLOTHING

PATENT APPLIED FOR

LOOK FOR THE BLUE STRIPE

WRITE TODAY FOR FULL-SIZE WORKING SAMPLE **FREE!**

THE CLEVELAND COTTON PRODUCTS CO.

Cleveland

Ohio



TRADE MARK

**GRINDER PLATES
AND KNIVES**

C. D. Reversible Plates, O. K. Knives with changeable blades and C. D. TRIUMPH Knives with changeable blades are used throughout the meat packing and sausage manufacturing field. C. D. equipment lasts longer, works better; plates will not crack, break or chip at cutting edges. Write the "Old Timer," Chas. W. Dieckmann, for complete details and prices of C. D. and O. K. knives, plates, sausage linking gauges, stock feed worms, studs, etc.

THE SPECIALTY MFRS. SALES CO.

2021 Grace Street

Chicago, Illinois



**Fearn
Laboratories, Inc.**

Manufacturers of Fine Food Specialties

Telephone Armitage 3696

701-707 North Western Ave.
Chicago, Ill.

Libby, will take place on May 1. Mr. Laing, who has served the company 30 years, plans to take up residence on the Pacific Coast. He will be succeeded by Albert W. Bankert, now assistant traffic manager.

New York News Notes

Vice president W. J. Cawley, Wilson & Co., Chicago, and Mrs. Cawley, sailed on the s.s. Queen Mary on April 21 and will spend several weeks abroad.

Wholesalers from New York's chief market centers, supply men, retailers and packer executives and representatives were on hand for the recent fourth annual dinner and dance of the West Washington Marketmen's Club, staged at Hotel Astor in New York City. Among guests attending the dinner were B. F. McCarthy of the federal meat grading and market news service, New York City; Hugo Slotkin, vice president, Hygrade Food Products Corp., and Mrs. Slotkin; J. M. Kiley, New York representative, Cudahy Bros. Co., Cudahy, Wis.; M. S. Abraham, New York representative, Abraham Bros. Packing Co., Memphis, Tenn., and S. P. Braen, sales manager, Colonial Provision Co., Inc., Boston, Mass., and Mrs. Braen.

C. B. Burfitt, John Morrell & Co., Ltd., London, England, arrived on the s.s. Queen Mary on April 20 and after spending a few days in New York left for Montreal, Canada. He will also visit the company's headquarters at Ottumwa, Ia.

H. Lawrence Barker, formerly of Armour and Company, Jersey City and New York, has formed a partnership with Joseph Moskowitz in a brokerage firm to be known as Bar-Mos Company, Inc. The new specialty food brokers will represent packers and refiners and will handle lard, shortening, salad oils, butter, dried and frozen eggs, milk powders and paste, and oleo oils. Headquarters will be at 345 W. 14th st., New York City.

Al Klopot of Klopot-Mercer, Inc., Chicago, packinghouse products brokers, visited in the East recently and spent considerable time in the New England territory and in New York visiting his many friends and acquaintances in the meat field.

Dold Packing Corporation is now located at 115 N. 6th st., Brooklyn, having vacated the branch formerly occupied by Jacob Dold Packing Company. J. W. Laughlin is manager.

H. A. Russell, direct sales division, Armour and Company, Chicago, visited in New York last week and spent a few days at the plant of the New York Butchers Dressed Meat Company.

Thomas A. Donohue, district manager, H. C. Bohack Co., Inc., Brooklyn, N. Y., was appointed manager in charge of meat operations to replace Fred Benedict who recently resigned. Mr. Donohue has been with the company for the past 25 years and enjoys a wide acquaintance in the meat field.

Countrywide News Notes

Milton P. Burt, vice president and superintendent, Louisville Provision Co., Louisville, Ky., has resigned to devote his efforts to the sale of a new fly ash collector. Mr. Burt's sales territory will be the entire United States.

E. G. Hinton, general manager, Armour and Company, Los Angeles, Calif., will succeed E. S. Waterbury, general manager at Omaha, who is retiring after 43 years of continuous service in the packing industry, according to an announcement by Chicago headquarters. Beginning his packinghouse career at Omaha in 1904, Mr. Hinton now returns to his old stamping ground, where he will be warmly welcomed. He has had a wide and varied experience in the industry, both in operating and executive capacities. He became connected with Armour first in 1913 and spent many years in that organization, later going with other concerns. He returned to Armour two years ago as general manager at Los Angeles, where he has made a fine record. His friends on the Coast regret his departure, but what Los Angeles loses Omaha gains.



E. G. HINTON

J. Stanley McLean, president, Canada Packers Limited, Toronto, and president of the Canadian Chamber of Commerce, will participate in a discussion of "The World Situation" on May 1 at the American section banquet of the International Chamber of Commerce, to be held in Washington, D. C., in connection with the 27th annual meeting of the Chamber of Commerce of the United States.

Commemorating the fiftieth anniversary of the establishment of the company by its late president, Harry D. Reese, H. D. Reese, Inc., wholesale meat dealers of Philadelphia, Pa., is planning a series of receptions for stewards and chefs, hotel managers, restaurant and club managers and dietitians. Lewis L. Schnauffer now heads the company.

Members of the Essex Meat Council gave a farewell dinner to G. W. Bell, district manager, Armour and Company,

AT GOBEL RE-OPENING

LEFT.—M. E. Lacey, manager of the beef department (left) and Richard Nelson, assistant manager, with choice beef shown at the re-opening of the West 40th st. plant of Adolf Gobel, Inc., New York.

RIGHT.—Some of the Gobel sales force and visitors view the product display at the re-opening.



on April 18 at Newark, N. J. Mr. Bell will take up his new duties at Armour and Company's Boston office on April 24. He has served as president of the Essex Meat Council since its inception a few years ago. In appreciation of his efforts and as an expression of high regard for him, the members of the council, which includes meat retailers as well as wholesalers, presented him with a traveling bag.

Daniel K. Bomberger, Iona, Pa., bologna manufacturer, died recently at his home. He was 58 years of age and was well known throughout the city.

Robert C. Gottwald is head of a new agency of the Agar Packing Co., Chicago, at Peoria, Ill. The district agency will handle a complete line of smoked meats, bacon, sausage and cheese.

Buffalo Packing Co., with headquarters at 1649 Fillmore ave., Buffalo, N. Y., has been formed by Benjamin F.



B. F. BARROWS

Barrows, president, and Charles Zahn, vice president, to handle a full line of packinghouse products and by-products as packers' representatives. Mr. Barrows began with Jacob Dold Packing Co. 45 years ago, first handling livestock and later having charge of slaughtering and processing operations. He originated the first

chain of meat markets in Buffalo and was the first to introduce animal and protein feeds in that section. This involved organization and development of by-products and rendering departments. Mr. Zahn is a practical packinghouse operating man with 40 years' experience with Dold. The new plant is centrally located, with good unloading facilities.

PACKERS' WAGE-HOUR EXEMPTION RETAINED

THE meat packing industry's 14-week annual exemption from maximum hours and overtime pay provisions of the federal wage-hour act was retained in an omnibus bill to amend the law which was reported out this week by the House labor committee.

Revision of the bill so as to preserve the present exemption was made in committee. An earlier version of the measure, reported to have the support of Elmer F. Andrews, wage-hour administrator, would have eliminated the tolerance weeks now enjoyed by the industry and would have made it necessary for packers to observe the statutory maximum workweek throughout the year (or pay overtime for all hours worked above 44) irregardless of seasonal fluctuations in livestock receipts.

Would Affect Livestock Prices

Many in the meat packing industry had objected to the original proposal, pointing out that elimination of the tolerance weeks would work a distinct hardship on both meat packers and livestock producers. Packers cannot rigidly control their hours of work during certain periods, and even from week to week, because of fluctuations in the volume of livestock received. Enforcement of the 44-hour maximum throughout the year would result in heavy overtime payments and would increase operating costs.

Since the increase could not be taken from the profits of the industry under present conditions, or passed on to consumers, it would probably have affected the prices received by livestock producers.

The new exemption contained in the bill to amend the wage-hour act provides that "in the case of an employer engaged in handling, grading, slaughtering or dressing livestock, the provisions of subsection (a) (relating to maximum hours) during a period or periods not exceeding in the aggregate 14 workweeks in any calendar year, shall not apply to his employees in any place of employment where he is so engaged."

Office Workers' Exemption

The proposed amendments include one which would exempt so-called "white collar" workers receiving as much as \$200 monthly from both the wage and hour provisions of the act.

The committee recommended that the wage-hour administration be given power to make special provisions for constant wage plans under which workers paid regular monthly salaries, regardless of the hours they work, would be able to work in excess of the legal maximum provided their annual total hours did not exceed the limit.

Included in the bill is an amendment to the agricultural section of the act which would permit workers engaged in certain agricultural processing and

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on April 27, 1939.

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, Choice¹:				
400-500 lbs.	\$17.00@18.50		\$17.50@18.50	
500-600 lbs.	17.00@18.50		17.50@18.50	\$18.50@19.50
600-700 lbs.	17.00@18.50	17.00@18.50	17.50@18.50	18.50@19.50
700-800 lbs.	17.00@18.50		17.50@18.50	
STEERS, Good¹:				
400-500 lbs.	15.00@17.00		15.50@17.50	
500-600 lbs.	15.00@17.00		15.50@17.50	16.50@18.50
600-700 lbs.	15.00@17.00	15.00@17.00	15.50@17.50	16.50@18.50
700-800 lbs.	15.00@17.00	15.00@17.00	15.50@17.50	
STEERS, Medium¹:				
400-600 lbs.	14.00@15.00		14.50@15.50	15.00@16.50
600-700 lbs.	14.00@15.00	13.50@15.00	14.50@15.50	15.00@16.00
STEERS, Common (plain)¹:				
400-600 lbs.	13.50@14.00	12.50@13.00	13.00@14.50	
COWS (all weights):				
Choice				
Good	13.00@13.50	13.50@14.50	13.50@14.00	13.50@14.00
Medium	12.50@13.00	12.50@13.50	12.50@13.50	12.50@13.50
Common (plain)	12.00@12.50	12.50@13.00	12.00@12.50	12.00@12.50
Fresh Veal and Calf:				
VEAL (all weights)²:				
Choice	14.00@15.50	16.00@17.00	15.50@17.00	16.00@17.00
Good	12.50@14.00	14.00@16.00	13.50@15.50	15.00@16.00
Medium	11.00@12.50	12.00@14.00	12.00@13.50	13.00@13.50
Common (plain)	10.00@11.00	11.00@12.00	11.00@12.00	11.00@13.00
CALF (all weights)²:				
Choice				
Good	12.50@13.50		13.00@14.00	
Medium	11.50@12.50		12.00@13.00	
Common (plain)	11.00@11.50		11.00@12.00	
Fresh Lamb and Mutton:				
SPRING LAMB (all weights):				
Choice			21.00@23.00	
Good			20.00@22.00	
Medium			19.00@21.00	
Common (plain)			18.00@19.00	
LAMBS, (choice):				
38 lbs. down.	20.00@21.00	20.50@21.00	21.00@21.50	21.00@22.00
39-45 lbs.	19.00@20.00	20.00@21.00	20.00@21.00	21.00@22.00
46-55 lbs.	18.00@19.00	18.50@20.00	18.50@20.00	20.00@21.00
LAMBS, (good):				
38 lbs. down.	19.00@20.00	19.50@20.50	20.00@21.00	20.00@21.00
39-45 lbs.	18.00@19.00	19.00@20.00	20.00@20.00	20.00@21.00
46-55 lbs.	17.00@18.00	18.00@19.00	18.00@19.00	19.00@20.00
LAMBS, (medium):				
All weights	17.00@18.00	18.00@19.50	18.00@20.00	19.00@20.00
LAMBS, common (plain):				
All weights	16.00@17.00	17.00@18.50	16.00@18.00	
MUTTON (Ewe) 70 lbs. down:				
Good	10.00@11.00	12.50@13.50	11.00@12.00	
Medium	9.00@10.00	11.00@12.50	10.00@11.00	
Common (plain)	8.00@9.00	9.50@11.00	9.50@11.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs.	16.50@17.50	18.00@18.50	16.50@17.50	17.50@19.00
10-12 lbs.	16.00@17.00	17.50@18.50	16.50@17.50	17.50@19.00
12-15 lbs.	15.00@16.00	17.00@18.00	16.00@17.00	16.50@18.00
16-22 lbs.	15.50@16.50	15.50@16.50	14.50@15.50	15.50@16.50
SHOULDERS, Skinned, N. Y. Style:				
8-12 lbs.	12.00@13.00		13.00@14.00	13.00@14.00
PICNICS:				
6-8 lbs.	11.00@11.50	13.00@13.50		
BUTTS, Boston Style:				
4-8 lbs.	13.00@14.00		14.50@15.50	14.00@15.50
SPARE RIBS:				
Half Sheets	10.50@11.50			
TRIMMINGS:				
Regular	6.50@7.00			

¹ Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. ² "Skin on" at New York and Chicago. ³ Includes sides at Boston and Philadelphia.

handling operations to work 60 hours weekly throughout the year and exempt them from all regulations as to hours for a total of 14 weeks in any year.

TRADE BARRIER BIBLIOGRAPHY

A comprehensive bibliography of literature on interstate trade barriers, a subject which has received much at-

tention since a recent survey by the U. S. Department of Agriculture, has been compiled by the Department of Commerce at the request of the Council of State Governments. Government publications, privately published books, pamphlets and periodical references are listed. Copies of the bibliography may be had without cost upon application to the Marketing Research Division, Bureau of Foreign and Domestic Commerce, Washington, D. C.

Austin Lard Week

(Continued from page 14.)

Secured free time over the radio with two spots a day, composed two lard songs, and organized a radio singing group;

Rented a vacant store on Main street for Lard Headquarters;

Dressed up the store with lard placards, some of them hand written and inexpensive and others printed;

Kept publicity stories about lard in the newspapers;

Delegated Exchange Club members to arouse the interest of the members of women's organizations in lard and in entering the various contests;

Hired a girl to call every housewife who had a phone, urban or rural, to enlist her in Lard Week estimates;

Lard Cooking Contests

Staged an apple pie contest at headquarters during Lard Week in which 100 women participated;

Held baking powder biscuit and cake baking contests;

On two days had a nationally known 5-and-10 cent store make doughnuts fried in lard in its window and served these with coffee to housewives who called at Lard Headquarters.

On Saturday staged a sale of baked goods made with lard by members of a local women's organization.

During one afternoon there was a novel cake guessing contest in which 75 visitors to Lard Headquarters participated. Visitors were given mimeographed forms on which they indicated the kind of shortening used in each of four cakes of which they were given samples. Two of the cakes were made with lard, one with a well-known vegetable shortening and the other with still another vegetable shortening.

Lard Cakes Liked Best

Only two persons had the correct answers in all cases. Fifty-five per cent of the guessers put down one of the lard cakes as having the best flavor and 42 per cent put down one of the lard cakes as having the best texture.

Commenting on the results of this guessing contest, one of the members sponsoring it said: "In view of the fact that so many housewives seem to think that lard is not a good shortening for cakes, and that it can be tasted in the finished product, this contest was quite interesting. All in all, the cheapest of the shortenings—lard—had the best of the decisions by the guessers."

Lard Week in this community was reported to be a success. Farmers' wives came in by scores and farmers approved this effort to accomplish something in their behalf. Undoubtedly, the Austin community will use more lard because of Lard Week, the Executive Club reports.

"Lard Week should be repeated all through the Corn Belt," the club members stated, "partly to stimulate the use of lard and partly to get house-

wives thinking about lard, and thus prepare the field for commercial promotion of the product."

The Austin Exchange Club is now engaged in making up a poster-picture record of Lard Week to put before Exchange clubs and other civic organizations in Corn Belt towns that may wish to support the farming areas.

Farm women meeting at the College of Agriculture of the University of Nebraska last week were given many facts about the superior qualities of lard, its flavor, digestibility and nutritive value. It was pointed out that the "need for a re-awakening of the consciousness of cooks to the good points of lard is particularly great from the standpoint of Corn Belt producers."

In recognition of the importance to the corn and hog belt of better returns from this important product, the Omaha Journal-Stockman points out that the Corn Belt is dotted with community high schools, many of which run dining rooms for students. "What is being used for shortening in these kitchens?" the newspaper asks, and offers to publish an honor roll of school lunch rooms using only lard for shortening.

Lard consumption and price are certain to be influenced by these basic campaigns to put this fine shortening and cooking fat back into the position it once enjoyed. They furnish a fine foundation upon which the packer can merchandise a carefully-manufactured and packaged product to the advantage of the hog producer and the pork packer.

DON'T CALL IT LARD

From secretary H. A. Powell of the St. Louis Live Stock Exchange at National Stock Yards, Ill., comes the suggestion that the market for quality lard might be improved if the product were given another name. He says:

"We are keenly interested in the market for lard as St. Louis ranks right next to Chicago as the country's largest hog market. I have made it a point to talk with several ladies about the question of using lard and one principal objection is that there is lard and lard. Naturally a single experience with inferior lard will turn the consumer away.

"I am wondering whether packers would do well to copy the successful methods employed by the vegetable shortening manufacturers—standardize the product and put it out, not under the name of 'lard' but use their own brand names with the words 'vitamine shortening'. In other words, try something new."

NEBRASKA FROZEN FOOD PLANT

Quick frozen beef, pork and lamb are among the items being produced by L. L. Coryell & Son, Lincoln, Neb., in what is said to be the first processing plant for frozen foods in the state. Marketed under the "Coryell 70" brand, most of the company's product at present is being sold to hotels and institutions, although retail distribution is also in progress through grocery stores.

Cooks complete sausage batch WITHOUT HANDLING



Manufactured under the following patents: No. 1,690,449 dated Nov. 6, 1928 and No. 1,921,231 dated Aug. 8, 1933. Other Patents Pending.

If you're wasting valuable time bothering with sausage cooking operations, lose no more time in getting acquainted with the JOURDAN Process Cooker. This completely modern cooker cooks a complete batch of sausage entirely without handling! Product is cooked on the rail, on the cage, and on the stick... automatically and thoroughly. Both cooking and coloring are accomplished in a single operation under full automatic control. Sausage is delivered without any fuss and bother, clean, attractive and uniform in quality and color. Write today for the complete story of perfect sausage cooking at lower cost.

JOURDAN PROCESS COOKER CO.

814-32 WEST 20th STREET

CHICAGO, ILLINOIS

Western Office: 3223 San Leandro Street • Oakland, Calif.

Chicago Market Prices

WHOLESALE FRESH MEATS

Carcass Beef		
Prime native steers—	Week ended April 30, 1939.	Cor. week, 1938.
400-600.....	19½ @20	15 @16
600-800.....	19½ @20	15 @16
800-1000.....	20 @20½	15½ @16
Good native steers—		
400-600.....	17 @17½	14½ @14½
600-800.....	16½ @17½	14½ @14½
800-1000.....	17 @17½	14½ @14½
Medium steers—		
400-600.....	15 @15½	14 @14½
600-800.....	15 @15½	14 @14½
800-1000.....	15½ @16½	14 @14½
Helfers, good, 400-600.....	16½ @17½	14 @14½
Cows, 400-600.....	12½ @14½	12 @13
Hind quarters, choice.....	@24	@21
Fore quarters, choice.....	@15½	@11

Beef Cuts

Steer loins, prime.....	unquoted	@35
Steer loins, No. 1.....	@33	@25
Steer loins, No. 2.....	@29	@24
Steer short loins, prime, unquoted		@51
Steer short loins, No. 1.....	@41	@32
Steer short loins, No. 2.....	@35	@30
Steer loin ends (hips).....	@28	@23
Steer loin ends, No. 2.....	@24	@22
Cow loins.....	@19	@19
Cow short loins.....	@20	@20
Cow loin ends (hips).....	@18	@17
Steer ribs, prime.....	unquoted	@25
Steer ribs, No. 1.....	@24	@20
Steer ribs, No. 2.....	@21	@19
Cow ribs, No. 2.....	@14	@16
Cow ribs, No. 1.....	@13	@17
Steer rounds, prime.....	unquoted	@17
Steer rounds, No. 1.....	@17½	@16½
Steer rounds, No. 2.....	@17	@16
Steer chuck, prime.....	unquoted	@12½
Steer chuck, No. 1.....	@13½	@12½
Steer chuck, No. 2.....	@12½	@12½
Cow rounds.....	@14	@15
Cow chuck.....	@12	@12
Steer plates.....	@11½	@9½
Medium plates.....	@9½	@9½
Briskets, No. 1.....	@16½	@14
Steer navel ends.....	@8½	@7½
Cow navel ends.....	@8	@9
Fore shanks.....	@10	@9
Hind shanks.....	@7½	@7½
Strip loins, No. 1, bbls.....	@60	@50
Strip loins, No. 2.....	@50	@40
Sirloin butts, No. 1.....	@30	@20
Sirloin butts, No. 2.....	@22	@22
Beef tenderloins, No. 1.....	@55	@55
Beef tenderloins, No. 2.....	@50	@45
Rump butts.....	@15	@15
Flank steaks.....	@21	@20
Shoulder clods.....	@17½	@16½
Hanging tenderloins.....	@17	@15
Insides, green, 66½ lbs.....	@18	@19
Outsides, green, 56½ lbs.....	@17	@16
Knuckles, green, 56½ lbs.....	@18	@18

Beef Products

Brains (per lb.).....	@7	@7
Hearts.....	@10	@10
Tongues.....	@20	@19
Sweetbreads.....	@17	@20
Ox-tail, per lb.....	@12	@10
Fresh tripe, plain.....	@10	@10
Fresh tripe, H. C.....	@11½	@11½
Livers.....	@20	@19
Kidneys, per lb.....	@10	@9

Veal

Choice carcass.....	@17	15 @16
Good carcass.....	@15	13 @14
Good saddles.....	@20	18 @20
Good racks.....	@14	10 @14
Medium racks.....	@10	10 @11

Veal Products

Brains, each.....	@10	@11
Sweetbreads.....	@36	@40
Calif livers.....	@55	@42

Lamb

Choice lambs.....	@20	@17
Medium lambs.....	@19	@16
Choice saddles.....	@23	@21
Medium saddles.....	@22	@19
Choice fores.....	@17	@13
Medium fores.....	@12	@12
Lamb fries, per lb.....	@32	@30
Lamb tongues, per lb.....	@17	@15
Lamb kidneys, per lb.....	@21	@20

Mutton

Heavy sheep.....	@10	@10
Light sheep.....	@12	@11
Heavy saddles.....	@14	@12
Light saddles.....	@16	@14
Heavy fores.....	@8	@6
Light fores.....	@8	@6
Mutton legs.....	@16	@15
Mutton loins.....	@12	@12
Mutton stew.....	@7	@6
Sheep tongues, per lb.....	@13½	@12½
Sheep heads, each.....	@11	@10

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.....	@18	@20
Picnics.....	@13	@12
Skinned shoulders.....	@13	@15
Tenderloins.....	@32	@38
Spare ribs.....	@11	@13
Back fat.....	@7	@10
Boston butts.....	@14	@18
Boneless butts, cellar trim, 2@4.....	@18	@20
Hocks.....	@10	@10
Tails.....	@10	@8
Neck bones.....	@4	@4
Silp bones.....	@11	@11
Blade bones.....	@11	@12
Pigs' feet.....	@4	@4½
Kidneys, per lb.....	@10	@11
Livers.....	@10	@8½
Brains.....	@9	@5½
Ears.....	@4	@6
Snouts.....	@5	@9
Heads.....	@6½	@7½
Chitterlings.....	@6½	@7

DRY SALT MEATS

Clear bellies, 14@16 lbs.....	@9n	@8½
Clear bellies, 18@20 lbs.....	@8½	@8½
Rib bellies, 25@30 lbs.....	@8½	@8½
Fat backs, 14@16 lbs.....	@5½	@5½
Regular plates.....	@7½	@7½
Jowl butts.....	@6	@6

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper.....	21 @21½	@21½
Fancy skd. hams, 14@16 lbs., parchment paper.....	21½ @23	@23
Standard reg. hams, 14@16 lbs., plain.....	20 @21	@21
Picnics, 4@8 lbs., short shank, plain.....	15½ @16½	@16½
Picnics, 4@8 lbs., long shank, plain.....	14½ @15½	@15½
Fancy bacon, 6@8 lbs., parchment paper.....	20½ @22	@22
Standard bacon, 6@8 lbs., plain.....	18 @19	@19
No. 1 beef sets, smoked.....	35 @36	@36
Insides, 8@12 lbs.....	33½ @34½	@34½
Outsides, 5@9 lbs.....	32 @33	@33
Knuckles, 5@9 lbs.....	32 @33	@33
Cooked hams, choice, skin on, fattened.....	36 @36	@36
Cooked hams, choice, skinned, fattened.....	27½ @27½	@27½
Cooked picnics, skin on, fattened.....	28½ @28½	@28½
Cooked picnics, skinned, fattened.....	28½ @28½	@28½

BARRELED PORK AND BEEF

Clear fat back pork:		
70-80 pieces.....	\$12.00	
80-100 pieces.....	11.75	
100-125 pieces.....	11.50	
Beef pork.....	16.00n	
Brisket pork.....	20.00n	
Clear plate pork, 25-35 pieces.....	13.00	
Plate beef.....	23.00	
Extra plate beef.....	24.00	

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.....	\$14.50	
Lamb tongue, short cut, 200-lb. bbl.....	22.50	
Regular tripe, 200-lb. bbl.....	16.00	
Honeycomb tripe, 200-lb. bbl.....	20.00	
Pocket honeycomb tripe, 200-lb. bbl.....	28.00	

SAUSAGE MATERIALS

(Packed basis.)

Regular pork trimmings.....	@7	@7
Special lean pork trimmings 85%.....	@13½	@13½
Extra lean pork trimmings 95%.....	@16½	@16½
Pork cheek meat (trimmed).....	@11	@11
Pork hearts.....	@7½	@7½
Pork livers.....	@7½	@7½
Native boneless bull meat (heavy).....	@13	@13
Shank meat.....	@14	@14
Boneless chucks.....	@14½	@14½
Beef trimmings.....	@13½	@13½
Beef cheeks (trimmed).....	@10	@10
Dressed canners, 350 lbs. and up.....	@11	@11
Dressed cutter cows, 400 lbs. and up.....	@11½	@11½
Dr. bologna bulls, 600 lbs. and up.....	@12½	@12½
Pork tongues, canner trim, S. P.....	@12½	@12½

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton.....	@23½	@23½
Country style sausage, fresh in link.....	@17½	@17½
Country style sausage, fresh in bulk.....	@15½	@15½
Country style sausage, smoked.....	@20½	@20½
Frankfurters, in sheep casings.....	@23½	@23½
Frankfurters, in hog casings.....	@20½	@20½
Bologna in beef bungs, choice.....	@17½	@17½
Bologna in beef middles, choice.....	@17½	@17½
Liver sausage in hog bungs.....	@17	@17
Smoked liver sausage in hog bungs.....	@22½	@22½
Head cheese.....	@15½	@15½
New England luncheon specialty.....	@24	@24
Mixed luncheon specialty, choice.....	@19	@19
Tongue sausage.....	@none	@none
Blood sausage.....	@18	@18
Sausage.....	@17	@17
Polish sausage.....	@22½	@22½

DRY SAUSAGE

Cervelat, choice, in hog bungs.....	@40	
Thuringer cervelat.....	@21	
Farmer.....	@29	
Holsteiner.....	@28½	
B. C. salami, choice.....	@34	
Milano, salami, choice in hog bungs.....	@34	
B. C. salami, new condition.....	@20½	
Frisses, choice, in hog middles.....	@33	
Genoa style salami, choice.....	@41	
Pepperoni.....	@31	
Mortadella, new condition.....	@21	
Capicola.....	@44	
Italian style hams.....	@33	
Virginia hams.....	@38	

LARD

Prime steam, cash, Bd. Trade.....	@ 6.65n	
Prime steam, loose, Bd. Trade.....	@ 6.00	
Refined lard, tierces, f.o.b. Chgo.....	@ 8.00	
Kettle rend., tierces, f.o.b. Chgo.....	@ 8.87½	
Leaf, kettle rendered, tierces.....	@ 9.42½	
Neutrol, tierces, f.o.b. Chicago.....	@ 8.87½	
Shortening, tierces, c.a.f.....	@ 9.25	

OLEO OIL AND STEARINE

Extra oleo oil (in tierces).....	@ 7½	
Prime No. 2 oleo oil.....	@ 7½	
Prime oleo stearine.....	5½ @ 6	

TALLOW AND GREASES

(Loose, basis Chicago.)

Edible tallow, 1% acid.....	5½ @ 5½	
Prime packers tallow, 3-4% acid.....	5½ @ 5½	
Special tallow.....	5½ @ 5½	
No. 1 tallow, 10% f.f.a.....	5 @ 5½	
Choice white grease, all hog.....	@ 5½	
A-White grease, 4% acid.....	@ 5½	
B-White grease, maximum 5% acid.....	@ 5	
Yellow grease, 16-20 f.f.a.....	@ 4½	
Brown grease, 25 f.f.a.....	4½ @ 4½	

ANIMAL OILS

	Per lb.	
Prime edible lard oil.....	9½	
Prime burning oil.....	9½	
Prime lard oil—inedible.....	9	
Extra W. S. lard oil.....	8½	
Extra lard oil.....	8½	
Extra No. 1 lard oil.....	8½	
Spec. No. 1 lard oil.....	8	
No. 1 lard oil.....	8	
No. 2 lard oil.....	7½	
Acidless tallow oil.....	8	
20° C. T. neatfoot oil.....	15	
Pure neatfoot oil.....	11½	
Prime neatfoot oil.....	8½	
Extra neatfoot oil.....	8½	
No. 1 neatfoot oil.....	8½	

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.....	5½ @ 5½	
Valley points, prompt.....	8 @ 8½	
White deodorized, in bbls., f.o.b. Chgo.....	8 @ 8½	
Yellow, deodorized.....	8 @ 8½	
Soap stock, 50% f.f.a., f.o.b. mills.....	1½ @ 1½	
Soybean oil, f.o.b. mills.....	4½ @ 5	
Corn oil, in tanks, f.o.b. mills.....	5½ @ 5½	
Coconut oil, sellers' tanks, f.o.b. coast.....	2½ @ 2½	
Refined in bbls., f.o.b. Chicago.....	@ 8	

OLEOMARGARINE

F. O. B. Chicago.

White domestic vegetable margarine.....	@14½	
White animal fat margarine, in 1 lb. cartons.....	@14	
Water churned pastry.....	@10½	
Milk churned pastry.....	@11½	
White nut margarine.....	@8½	

(Continued on page 50.)

PURE VINEGARS

A. P. CALLAHAN & COMPANY

249 SOUTH LA SALLE STREET

CHICAGO, ILL.



**BEEF • PORK • VEAL • LAMB
CANNED FOODS**

HAMS • BACON • LARD • SAUSAGE

We specialize in carlot beef sales

JOHN MORRELL & CO.

General Offices: OTTUMWA, IOWA

Packing Plants: OTTUMWA, IOWA; SIOUX FALLS, SOUTH DAKOTA; TOPEKA, KANSAS

THE E. KAHN'S SONS CO.
CINCINNATI, O.

**"AMERICAN BEAUTY"
HAMS AND BACON**

Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions

Represented by

NEW YORK PHILADELPHIA WASHINGTON BOSTON
H. L. Woodruff Earl McAdams Clayton P. Lee P. G. Gray Co.
437 W. 13th St. 38 N. Delaware Av. 1108 F. St. S. W. 148 State St.



PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.
Cincinnati, Ohio

HAVE YOU ORDERED

The MULTIPLE BINDER
FOR YOUR 1939 COPIES OF
THE NATIONAL PROVISIONER

A complete volume of 26 issues can be easily kept for future reference in this Binder.

Rath's
from the Land O' Corn

BLACK HAWK HAMS AND BACON
PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products
THE RATH PACKING CO. WATERLOO, IOWA



Philadelphia Scrapple a Specialty

John J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-09 West 13th St.

HAMS • BACON • LARD • DELICATESSEN

KINGAN'S RELIABLE

**HAMS • BACON • LARD • SAUSAGE
CANNED MEATS • OLEOMARGARINE
CHEESE • BUTTER • EGGS • POULTRY**

*A full line of Fresh Pork • Beef • Veal
Mutton and Cured Pork Cuts*

Hides • Digester Tankage

KINGAN & CO.

PORK AND BEEF PACKERS

Main Plant, Indianapolis

Established 1845



**NATURE AND
HUMAN SKILL**
combine to give
Superb Quality
in these imported
canned Hams.

Try a Case Today

AMPOL,
380 Second Ave., New York, N. Y.

Chicago Markets

(Continued from page 48.)

CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. wh'as stock):	
In 425-lb. bbls., delivered.....	\$ 8.75
Saltwater, less than ton lots:	
Dbl. refined granulated.....	6.90
Small crystals.....	7.90
Medium crystals.....	8.25
Large crystals.....	8.65
Dbl. rfd. gran. nitrate of soda.....	8.75
Salt, per ton, in minimum car of 80,000 lbs.	
only, f.o.b. Chicago, per ton:	
Granulated.....	7.20
Medium, dried.....	10.20
Rock.....	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans.....	@2.95
Second sugar, 90 basis.....	None
Standard gran., f.o.b. refiners (2%)..	@4.50
Packers' curing sugar, 100 lb. bags,	
f.o.b. Reserve, L.A., less 2%.....	@4.10
Packers' curing sugar, 250 lb. bags,	
f.o.b. Reserve, L.A., less 2%.....	@4.00
Dextrose, in car lots, per cwt. (in cotton	
bags).....	@3.64
In paper bags.....	@3.59

SAUSAGE CASINGS

(F. O. B. Chicago.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	@.16
Domestic rounds, 140 pack.....	@.27
Export rounds, wide.....	@.40
Export rounds, medium.....	@.24
Export rounds, narrow.....	@.35
No. 1 weasands.....	@.06
No. 2 weasands.....	@.03
No. 1 bungs.....	@.12
No. 2 bungs.....	@.08
Middles, regular.....	@.40
Middles, select, wide, 2@2 1/2 in.	@.50
Middles, select, extra wide, 2 1/2 in.	@.65
and over.....	@.65
Dried bladders:	
12-15 in. wide, flat.....	.65
10-12 in. wide, flat.....	.50
8-10 in. wide, flat.....	.35
6-8 in. wide, flat.....	.25
Hog casings:	
Narrow, per 100 yds.....	2.10
Narrow, special, per 100 yds.....	1.90
Medium, regular.....	1.35
English, medium.....	1.15
Wide, per 100 yds.....	1.00
Extra wide, per 100 yds.....	.70
Export bungs.....	.20
Large prime bungs.....	.15
Medium prime bungs.....	.08
Small prime bungs.....	.04
Middles, per set.....	.16
Stomachs.....	.09

SPICES

(Basis Chicago, original bbls., bags or hales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime.....	17 1/2	18 1/2
Reaffited.....	18	19 1/2
Chili Pepper.....	19	19 1/2
Chili Powder.....	19	19 1/2
Cloves.....	20	21
Madagascar.....	18	21
Zansibar.....	20	23
Ginger, Jamaica.....	14	13
African.....	7 1/2	9 1/2
Mace, Fancy Banda.....	60	60
East India.....	58	58
E. I. & W. I. Blend.....	51	51
Mustard Flour, Fancy.....	15	15 1/2
No. 1.....	15	15 1/2
Nutmeg, Fancy Banda.....	25	25
East India.....	21	21
E. I. & W. I. Blend.....	16 1/2	16 1/2
Paprika, Extra Fancy, Spanish.....	40	40
Paprika, Fancy, Hungarian.....	36	36
Paprika, Spanish Type.....	33	33
Peppina Sweet Red Pepper.....	26 1/2	26 1/2
Pimexco (220-lb. bbls.).....	27 1/2	27 1/2
Pepper, Cayenne.....	26	26
Red Pepper, No. 1.....	19	19
Pepper, Black Aleppy.....	9	9 1/2
Black Lampong.....	9 1/2	10 1/2
Black Tellicherry.....	9 1/2	10 1/2
White Java Muntok.....	9 1/2	11 1/2
White Singapore.....	9	11
White Packers.....	10 1/2	10 1/2

SEEDS AND HERBS

	Ground.	Whole.
	for	Sausage.
Caraway Seed.....	10	12
Celery Seed, French.....	17	20
Cominon Seed.....	11 1/2	14
Coriander Morocco Bleached.....	8	8
Coriander Morocco Natural No. 1.....	6 1/2	8 1/2
Mustard Seed, Dutch Yellow.....	9 1/2	12 1/2
American.....	7 1/2	10 1/2
Marjoram, French.....	20	20
Oregano.....	13 1/2	16
Sage, Dalmatian, Fancy.....	8 1/2	10 1/2
Dalmatian No. 1.....	7 1/2	9 1/2

New York Market Prices

LIVE CATTLE

Steers, good, 1185-lb.....	\$ @10.65
Steers, medium and good, 1208-1300-lb.	9.70@10.65
Cows, medium.....	6.00@ 6.75
Cows, common.....	5.25@ 5.75
Bulls, medium.....	6.00@ 7.50

LIVE CALVES

Vealers, good and choice.....	\$ 9.50@10.50
Vealers, medium.....	8.00@ 9.00
Vealers, cull and common.....	6.50@ 7.50

LIVE HOGS

Hogs, good to choice, 198-lb.....	\$ @ 7.30
-----------------------------------	-----------

LIVE LAMBS

Lambs, spring, good and choice.....	\$ @12.00
-------------------------------------	-----------

DRESSED BEEF

City Dressed.

Choice, native, heavy.....	.21 @.22
Choice, native, light.....	.20 @.21
Native, common to fair.....	.18 @.19

Western Dressed Beef.

Native steers, 600@800 lbs.....	.19 @.21
Native choice yearlings, 440@600 lbs.....	.19 @.20
Good to choice heifers.....	.17 @.18
Good to choice cows.....	.15 @.16
Common to fair cows.....	.13 @.14
Fresh bologna bulls.....	.13 @.13 1/2

BEEF CUTS

	Western.	City.
No. 1 ribs.....	.25 @.27	.26 @.28
No. 2 ribs.....	.23 @.24	.23 @.24
No. 3 ribs.....	.19 @.21	.21 @.22
No. 1 loins.....	.40 @.48	.44 @.50
No. 2 loins.....	.30 @.40	.36 @.42
No. 3 loins.....	.24 @.25	.30 @.34
No. 1 hinds and ribs.....	.22 @.24	.23 @.26
No. 2 hinds.....	.20 @.21	.20 @.22
No. 1 rounds.....	.17 @.17	.17 @.17
No. 2 rounds.....	.16 @.16	.16 @.16
No. 3 rounds.....	.15 @.15	.15 @.15
No. 1 chucks.....	.17 @.17	.17 @.17
No. 2 chucks.....	.16 @.16	.16 @.16
No. 3 chucks.....	.15 @.15	.15 @.15
City dressed bolognas.....	.14 @.15	.15 @.15
Rolls, reg. 6@8 lbs. av.....	.23 @.25	.23 @.25
Rolls, reg. 4@6 lbs. av.....	.18 @.20	.18 @.20
Tenderloins, 4@6 lbs. av.....	.50 @.60	.50 @.60
Tenderloins, 5@6 lbs. av.....	.50 @.60	.50 @.60
Shoulder clods.....	.16 @.18	.16 @.18

DRESSED VEAL

Good.....	15 1/2 @16 1/2
Medium.....	14 1/2 @15 1/2
Common.....	13 1/2 @14 1/2

DRESSED SHEEP AND LAMBS

Genuine spring lambs, good.....	.23 @.24
Genuine spring lambs, good to medium.....	.22 @.23
Genuine spring lambs, medium.....	.21 @.22
Spring lambs, good.....	.21 @.22
Spring lambs, good to medium.....	.20 @.21
Spring lambs, medium.....	.19 @.20
Sheep, good.....	.11 @.12
Sheep, medium.....	.9 @.11

DRESSED HOGS

Hogs, good and choice (90-140 lbs.,	
head on; leaf fat in).....	\$10.75@11.50
Pigs, small lots (60-110 lbs.).....	12.00@14.00

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	.17 @.17 1/2
Shoulders, Western, 10@12 lbs. av.....	.13 @.13 1/2
Butts, regular, Western.....	.14 @.15
Hams, Western, fresh, 10@12 lbs. av.....	.18 @.18 1/2
Picnics, West. fresh, 6@8 lbs. av.....	.12 1/2 @.13
Pork trimmings, extra lean.....	.8 @.18 1/2
Pork trimmings, regular 50% lean.....	.9 @.10
Spareribs.....	.11 @.12

COOKED HAMS

Cooked hams, choice, skin on, fattened.....	@.38
Cooked hams, choice, skinless, fattened.....	@.39

SMOKED MEATS

Regular hams, 8@10 lbs. av.....	.23 @.24
Regular hams, 10@12 lbs. av.....	.23 @.24
Regular hams, 12@14 lbs. av.....	.23 @.24
Skinned hams, 10@12 lbs. av.....	.24 @.24 1/2
Skinned hams, 12@14 lbs. av.....	.23 @.24
Skinned hams, 16@20 lbs. av.....	.22 @.23
Picnic, 4@6 lbs. av.....	.17 @.18
Picnic, 6@8 lbs. av.....	.16 @.17
City pickled bellies, 8@12 lbs. av.....	.20 @.21
Bacon, boneless, Western.....	.22 @.23
Beef, boneless, fresh.....	.21 @.22
Rollettes, 8@10 lbs. av.....	.20 1/2 @.21 1/2
Beef tongue, light.....	.42 @.23
Beef tongue, heavy.....	.42 @.24

FANCY MEATS

Fresh steer tongues, untrimmed.....	16c a pound
Fresh steer tongues, l. c. trimmed.....	28c a pound
Sweetbreads, beef.....	30c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	12c a pound
Mutton kidneys.....	4c each
Livers, beef.....	29c a pound
Outalls.....	14c a pound
Beef hanging tenders.....	30c a pound
Lamb fries.....	12c a pair

BUTCHERS' FAT

Shop Fat.....	\$1.50 per cwt.
Breast Fat.....	2.25 per cwt.
Edible Suet.....	8.25 per cwt.
Inedible Suet.....	2.75 per cwt.

GREEN CALFSKINS

	5-9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals.....	.15	2.10	2.25	2.30
Creamery No. 2 veals.....	.14	1.90	2.05	2.15
Buttermilk No. 1.....	.12	1.80	1.95	2.00
Buttermilk No. 2.....	.11	1.65	1.80	1.85
Branded gruby.....	.7	.80	1.00	1.05
Number 3.....	.7	.80	1.00	1.05

BONES AND HOOFES

	Per ton
Round shins, heavy.....	del'd basis.
light.....	\$62.50
Flat shins, heavy.....	52.50
light.....	47.50
Hoofs, white.....	75.00
black and white striped.....	40.00

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@21 1/2	@21 1/2
Creamery (90-91 score).....	20 1/2 @20 1/2	22 1/2 @22 1/2
Creamery firsts (88-89).....	20 1/4 @20 1/4	21 1/4 @21 1/4

EGGS.

Extra firsts.....	9 @17 1/2	15 @18 1/2
Firsts, fresh.....	16 1/4 @16 1/4	16 1/2 @17
Standards.....		@18 1/4

LIVE POULTRY.

Fowls.....	9 @17 1/2	15 @18 1/2
Springs.....	20 @21 1/2	22 @22 1/2
Fryers.....	18 @20	17 1/2 @21
Broilers.....	15 @18	16 @19
Old Roosters.....	11 @12	12 @13
Ducks.....	10 @13 1/2	10 @10
Geese.....	8 @10	12 @12
Turkeys.....	14 @20	25 @30

DRESSED POULTRY.

Chickens, 17-24, frozen.....	.23 @.25	@.23
Chickens, 25-47, frozen.....	.18 @.19	19 @20 1/2
Chickens, 48 up, frozen.....	.22 1/2 @.24 1/2	22 @.23 1/2
Fowls, 31-47, frozen.....	.18 1/2 @.20 1/2	19 1/2 @.21 1/2
48-59, frozen.....	.22 @.23	@.23
60 and up, frozen.....	.19 1/2 @.21 1/2	20 @.22 1/2
Turkeys, Northwesters.....		
Young toms, boxes,		
frozen.....	@.28 1/2	@.29
Young hens, boxes,		
frozen.....	@.30	

BUTTER AT FIVE MARKETS

Wholesale prices 92 score April 15 to 21:

	15.	17.	18.	19.	20.	21.
Chicago.....	22 1/2	22 1/2	22 1/2	22 1/2	22 1/2	22 1/2
New York.....	23 1/2	23 1/2	23 1/2	23 1/2	24	24
Boston.....	23 1/2	23 1/2	24	24	24	24
Phila.....	23 1/2	23 1/2	24	24	24 1/2	24 1/2
San. Fran.....	24	24	25	25		

Wholesale prices carlots—fresh centralized—90

at Chicago:	
House.....	22 1/2 @.22 1/2
Track.....	22 1/2 @.22 1/2

Receipts of butter by cities (lb.—Gross Wt.):

	This week.	Last week.	1899.	1898.
Chgo.....	3,473,428	3,064,751	76,841,506	63,414,002
N. York.....	3,900,188	3,916,159	78,254,722	76,354,924
Boston.....	904,429	1,331,644	22,653,486	24,370,692
Phila.....	1,439,922	1,420,371	22,629,680	22,536,984

Total.....9,717,967 9,732,955 300,379,434 186,676,602

Cold storage movement (lbs.—net wt.):

	In.	Out.	On hand	Same day.
Chicago.....	Apr. 20.	Apr. 20.	Apr. 21.	Apr. 21.
New York.....	91,205	82,945,292	3,964,274	
Boston.....	81,627	31,062,370	1,316,057	
Phila.....	2,549	366,806	445,040	
Total.....	49,550	4,380	1,026,151	1,311,585

Total.....43,080 184,829 65,420,619 7,034,966

*We
Solicit*



*Carload
Shipments*

Genuine Tenderized Ham
Gem Hams • Nuggets • Rollettes
Tenderized Canned Ham
De Luxe Bacon Sausage Products

THE Tobin PACKING CO., INC.
FORT DODGE, IOWA



Main Office and Packing Plant
Austin, Minnesota

Wilmington Provision Company
TOWER BRAND MEATS
*Slaughterers of Cattle, Hogs,
Lambs and Calves*
U. S. GOVERNMENT INSPECTION
WILMINGTON DELAWARE

Vogt's Liberty
Bell Brand
Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

CANNED MEATS — "PANTRY PALS"



STAHL-MEYER, INC., NEW YORK, N. Y.

FERRIS HICKORY SMOKED HAM and BACON

HONEY BRAND
Hams - Bacon
Dried Beef

HYGRADE'S
Original West
Virginia Cured Ham
Ready to Serve

HYGRADE'S
Frankfurters in
Natural Casings

HYGRADE'S
Beef - Veal
Lamb - Pork



**CONSULT US BEFORE
YOU BUY OR
SELL**

*Domestic and Foreign
Connections
Invited!*

HYGRADE FOOD PRODUCTS CORP.
30 Church Street, New York, N. Y.

Superior Packing Co.
Price Quality Service

Chicago



St. Paul

DRESSED BEEF
BONELESS BEEF and VEAL
Carlots Barrel Lots

HUNTER PACKING COMPANY
East St. Louis, Illinois

STRAIGHT AND MIXED CARS OF BEEF AND PROVISIONS

NEW YORK
OFFICE
410 W. 14th Street



Representatives:
William G. Joyce
Boston, Mass.
F. C. Rogers, Inc.
Philadelphia, Pa.

Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Chemist

College graduate, experienced in meat packing industry. Give age, references and complete information on training and experience. W-558, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Meat Canning

Young man with experience to take charge of meat canning department now in process of development. Give detailed information on qualifications. W-559, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Live Stock Buyer

Wanted, live stock buyer, age 35 or under, familiar with purchasing all types of live stock, especially hogs; capable of buying direct from farmers and entirely familiar with sorting and grading. Midwest packer killing 4000 hogs, 4000 cattle weekly. Give experience, references, salary expected. W-534, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Office Mgr.-Bookkeeper-Cashier

Young man, 31 years old, single, now employed, desires change. Eight years with large packer. Systems installed. Sausage tests figured and thorough methods used exclusively. W-555, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sweet Pickle Man

Expert sweet pickle man with 13 years' experience. Fast and slow cure, vein and artery pumping. Will go anywhere. Best references. Write W-556, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

General Packinghouse Supt.

Position wanted by general packinghouse superintendent. Can handle large efficiently and operate plant with minimum cost. Experience in every operation. Will show results in producing quality products. Excellent reference. Married. Will go anywhere. W-543, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plant Manager

Perfect record and references from operations made to pay. Assume responsibility for medium-sized plant. Thoroughly experienced, large and small stock killing, cost recording, processing, curing and selling meats and by-products. 25 years' successful labor management and sales handling. W-552, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Live Stock Buyer

Position wanted by experienced live stock buyer familiar with all phases of this work on central and country markets. Interview when and where desired. W-547, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Business Opportunities

Atten.: Meat or Poultry Dealer

For rent, store fully equipped with cooler, freezer, automatic ice machine, large dial track scale, and office. Ideal location in heart of Mineola wholesale meat market. Suitable for wholesale meat or poultry dealer. Reasonable rent. For further particulars, apply to A. Fleisch, 100 Main St., Mineola, L. I.

Building for Lease

New building, 10,000 sq. ft., adjoining Swift, Armour branch houses, Bronx Market, fully equipped for wholesale meat and provision business. Also freezing facilities. Railroad siding. Rent covers refrigeration, light and heat. Best outlet Metropolitan area. Lawrence Fox, 99 Hudson St., New York City. Walker 5-5424.

Meat Packing Plant

For sale, meat packing plant established many years. Fully equipped. Write or see H. E. Lowery, Receiver, 2700 Dwenger Ave., Ft. Wayne, Ind.

Dressed Hogs

Eastern hog cutter is interested in several cars of hogs weekly. Would like to hear from well established, reputable mid-western slaughterers. W-557, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Equipment for Sale

Rendering Equipment

For sale, 300-ton hydraulic crackling press with steam hydraulic pump and fittings; 4 x 7 cooker with 15-HP motor. FS-554, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

The Bunn Tying Machine

is used very generally by packers for tying sausage boxes, bacon squares, picnics, butts, etc. Ties 20-30 packages per minute. Saves twine. Write for our 10-day free trial offer. B. H. Bunn Co., 7609 Vincennes Ave., Chicago, Ill.

Reconstructed Sausage Machinery

Model 50 BUFFALO Self-Emptying Silent Cutter
Model 57-T BUFFALO Self-Emptying Silent Cutter
Model 43-T BUFFALO Self-Emptying Silent Cutter
Model 43-B BUFFALO Standard Cutter
Model 38-B BUFFALO Cutter
Model 32-B BUFFALO Cutter
Model 66-B BUFFALO Grinder
Model 56-B BUFFALO Grinder
1500-lb. BUFFALO Mixer
1000-lb. BUFFALO Mixer
500-lb. BUFFALO Stuffer
400-lb. Randall Stuffer
200-lb. Randall Stuffer

Completely reconditioned; guaranteed like new. FS-550, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Equipment for Sale

Sausage Equipment

For sale, complete sausage manufacturing equipment in A-1 condition. FS-546, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Used Packinghouse Equipment

24-ton capacity Frick ice machine with steam engine, \$1000; 125-HP Brownell boiler, \$1000. For full particulars write to: George H. Alten, P. O. Box 426, Lancaster, Ohio.

Guaranteed Good Rebuilt Equip.

2—500-ton Hydraulic Curb Presses; 2—Meat Mixers; Sausage Stuffers; Silent Cutters; Grinders; 1—Allbright-Neil 2½'x5' Jacketed Cooker; 3—Anderson No. 1 Oil Expellers with 15 H.P. AC motors; Bone Crushers; Dopp Scrapple Kettles; 2—4'x9' Mechanical Mfg. Co. Lard Rolls; 2—Jay-Bee Hammer Mills, No. 2 No. 3 for Cracklings; 1—No. 1 CV M.A.M. Hog; 3—Bartlett & Snow Jacketed Rendering Kettles, 6' and 10' dia.; Meat choppers.

Send for Consolidated News listing hundreds of other values in: Cutters; Melters; Rendering Tanks; Kettles; Grinders; Cookers; Hydraulic Presses; Pumps; etc. We buy and sell from a single item to a complete plant.

CONSOLIDATED PRODUCTS CO., INC.
14-19 Park Row, New York City

Miscellaneous

Used Butter Tubs and Egg Cases

Guaranteed once used butter tubs complete with lids, good as new. Fine used egg cases complete with flats, fillers, lids; additional flats, fillers, lids. Any amount, any time. Carlots a specialty, trucklots accommodated from easily accessible warehouses. Contact us for low prices, quality and savings. City Egg Case & Butter Tub Corp., 278 Broadway, Brooklyn, N. Y.

Have You Ordered
**The
MULTIPLE
BINDER**
for your 1939 copies of
**THE NATIONAL
PROVISIONER**

A complete volume of 26 issues can be
easily kept for future reference
in this Binder.

Oppenheimer Casing Co.

Importers **SAUSAGE CASINGS** *Exporters*
CHICAGO, U. S. A.

New York, London, Hamburg, Sydney, Toronto, Wellington, Buenos Aires, Tientsin

THE CUDAHY PACKING CO.

PRODUCERS, IMPORTERS AND EXPORTERS OF

Sausage Casings

221 NORTH LA SALLE STREET CHICAGO, U. S. A.

To Sell Your Hog Casings
in Great Britain

communicate with

STOKES & DALTON, LTD.

Leeds 9

ENGLAND

PATENT CASING COMPANY

Manufacturers of

PATENT SEWED CASINGS

MADE UNDER SOL MAY METHODS

617-23 West 24th Place

Chicago, Illinois

GEO. H. JACKLE

Broker

Offerings Wanted of:

Tankage, Blood, Bones, Cracklings, Hoofs

405 Lexington Ave.

New York City

THE CASING HOUSE BERTH. LEVI & Co., Inc.

ESTABLISHED 1882

NEW YORK
BUENOS AIRES

CHICAGO
AUSTRALIA

LONDON
WELLINGTON

IN NEW YORK



"A
GREAT
HOTEL"

LARGE ROOMS, NEWLY
FURNISHED & DECORATED
SINGLE from \$3. DOUBLE \$4.50
TWO POPULAR PRICED
RESTAURANTS

1 BLOCK FROM PENN. STATION
B. & O. Motor Coaches stop at our door.

HOTEL McALPIN

BROADWAY AT 34th ST., NEW YORK

Under KNOTT Mgt. John J. Woellie, Mgr.

Reprints of Articles on
**Efficiency in the Meat Plant,
Operating Costs
and Accounting Methods**

Published in

THE NATIONAL PROVISIONER

*may solve the problems that are vexing
you. Write today for list and prices.*

Advertisers

IN THIS ISSUE OF THE NATIONAL PROVISIONER

If all the companies listed here were to go out of business tomorrow the result to you would be disastrous. Substitute sources of equipment, supplies and services would have to be sought, and while they were being found—if they ever could be found—your operations would be seriously crippled,

your losses would be terrific. It takes years to build up and make available what these firms offer—years in the crucible of actual use, prompt delivery, continuous improvement, and the satisfying of hundreds of customers. Their advertisements offer opportunities to you which you should not overlook.



The National Provisioner is a Member Audit Bureau of Circulations and Associated Business Papers, Inc.



Air Induction Ice Bunker Corp.....	24	Mitts & Merrill.....	32
Allbright-Nell Co.....	Third Cover	Morrell, John, & Co.....	49
Ampol, Inc.....	49	Niagara Blower Co.....	44
Armour and Company.....	12	Odell & Whitting.....	26
Bemis Bro. Bag Co.....	38	Oppenheimer Casing Co.....	53
Callahan, A. P. & Co.....	48	Pacific Lumber Co.....	22
Chevrolet Motor Corporation.....	31	Patent Casing Company.....	53
Cincinnati Butchers' Supply Corp....	28	Powers Regulator Company.....	32
Cleveland Cotton Products Corp.....	44	Preservaline Mfg. Co.....	18
Continental Can Co.....	11	Rath Packing Company.....	49
Cudahy Packing Co.....	53	Robbins & Burke, Inc.....	23
Davidson Commission Co.....	26	Robbins & Myers, Inc.....	42
Dexter Folder Co.....	42	Roesling, Monroe & Co.....	26
Fearn Laboratories, Inc.....	44	Rogers, F. C., Inc.....	42
Felin, John J. & Co., Inc.....	49	Smith's Sons Co., John E..	Second Cover
Foxboro Co.....	20	Snow Brokerage Co., Inc.....	26
Gallagher, Daniel J.....	26	Specialty Mfrs. Sales Co.....	44
Griffith Laboratories, The.....	3	Stahl-Meyer, Inc.....	51
Hall, John W.....	26	Stange, Wm. J., Co.....	5
Ham Boiler Corp.....	6	Stedman's Foundry & Machine Wks.	32
Hess-Stephenson Co.....	26	Sterne & Son Co.....	26
Hercules Powder Co., Inc.....	9	Stevenson Cold Storage Door Co....	22
Hinde & Dauch Paper Co.....	34	Stokes & Dalton, Ltd.....	53
Hormel, Geo. A., & Co.....	51	Sunderland & De Ford.....	26
Hunter Packing Co.....	51	Superior Packing Co.....	51
Hygrade Food Products Corporation..	51	Swift & Company.....	Fourth Cover
Jackle, Geo. H.....	53	Sylvania Industrial Corporation.....	8
James Co., E. G.....	26	Taylor Instrument Companies.....	10
Jamison Cold Storage Door Co.....	22	Tobin Packing Co.....	51
Jourdan Process Cooker Co.....	47	United Cork Companies.....	25
Kahn's, E., Sons Co.....	49	U. S. Slicing Machine Co.....	44
Kennett-Murray & Co.....	38	Vilter Mfg. Co.....	25
Kingan & Co.....	49	Visking Corporation.....	First Cover
Lee, Lacy, Inc.....	26	Vogt, F. G., & Sons, Inc.....	51
Legg, A. C., Packing Co., Inc.....	42	Williams Patent Crusher & Pulv. Co..	32
Levi, Berth, & Co., Inc.....	53	Wilmington Provision Co.....	51
Mayer, H. J., & Sons Co.....	7	Wood, J. C., Co.....	26
McAlpin Hotel.....	53	York Ice Machinery Corp.....	23
McMurray, L. H.....	38	Zimmerman Alderson Carr Company..	26
Meyer, H. H. Packing Co.....	49		

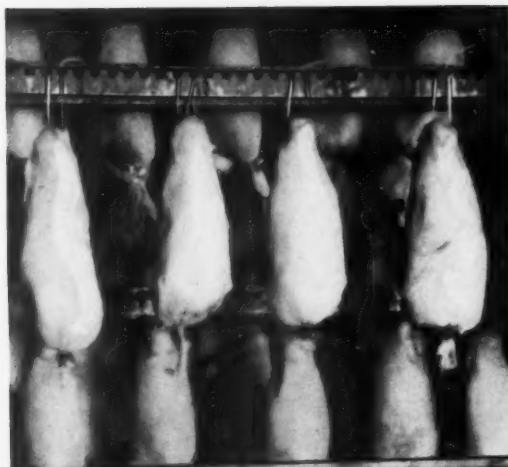
While every precaution is taken to insure accuracy we cannot guarantee against the possibility of a change or omission in this index

REVOLVING

• SMOKEHOUSE

Maintain Perfect Control of

TEMPERATURE HUMIDITY AND CIRCULATION



The ANCO Revolving Smokehouse operates a continuous chain in a vertical plane, therefore, the product is moved thru all parts of the house. Every piece of meat receives a uniform smoke, and is brought to a uniform temperature, which is exceedingly desirable in the processing of "tender" hams. Daily operation of ANCO Revolving Smokehouses in numerous plants of all sizes have proven the superiority of the ANCO Revolving System.

10 IMPORTANT FEATURES



- Best possible flavor.
- Great saving in shrinkage.
- Unusually uniform color.
- Capacity greatly increased.
- Less floor space required.
- Accurate control of process.
- Easy inspection of meats during operation.
- Loading or unloading at any floor level, saves trucking, use of elevators, and much labor.
- Surface moisture is dried off in Smokehouse.
- Produces better quality smoked meats than any Stationary Smokehouse.

THE ALLBRIGHT-NELL CO.

5323 S. WESTERN BLVD., CHICAGO, ILLINOIS

117 LIBERTY ST.
NEW YORK, N. Y.

832 FIRST NATIONAL BANK BLDG.
HOUSTON, TEXAS

111 SUTTER STREET
SAN FRANCISCO, CALIF.





Made with
SWIFT'S SUPERCLEAR GELATIN

A SUPERIOR JELLIED MEAT GELATIN

Crystal Clear

Makes a sparkling, crystal-clear jelly. This transparent setting for your meats suggests freshness and purity . . . shows off the meats.

Extreme Strength

Highest-testing gelatin produced. SUPERCLEAR'S great strength makes possible lowest jelly costs (average 3.6c per lb. for jellied tongues).

*Formulae for any jellied meat products
 sent with trial shipment—on request.*

SWIFT'S *Superclear* **GELATIN**

A SUPERIOR JELLIED MEAT GELATIN

SWIFT & COMPANY

GELATIN DIVISION

CHICAGO, ILL.

